

# **2007 Annual Wholesale Trade Survey**

## **Release Timeline**

Non-expenditure Annual Wholesale Trade estimates were released on **February 26, 2009**.

Detailed operating expenses and total operating expenses estimates were released on **July 24, 2009**.

Total operating expense estimates for manufacturers' sales branches and offices (MSBOs) were revised on **October 15, 2009**. Estimates in table 5 for 2002 and 2003 were not updated in the table when originally released on July 24, 2009. No corrections were made to expense estimates in other years, and no other data items were updated. As a result of this update, the 2002 total operating expense estimates for MSBOs were revised down 4.4%, and the 2003 total operating expense estimates for MSBOs were revised down 4.8%.

## **Summary of Changes**

Starting with survey year 2007 and every fifth year thereafter, this survey collects supplemental data on detailed types of operating expenses for merchant wholesalers except manufacturers' sales branches and offices, resulting in tables with estimates of the data and associated sampling error. Data comparable to the 2007 Business Expenses Supplement (2007 BES) were compiled as part of the 2002 Business Expenses Survey (2002 BES).

The following inquiries included in the 2002 BES were discontinued or modified for 2007: Expensed computer-related supplies; Cost of purchased printing services; Cost of purchased legal services; Cost of purchased accounting services; Cost of purchased management consulting services; Purchased computer-related communications services; Purchased telephone, fax, and other communications services; Cost of custom-coded original software; Cost of system support design and services; Cost of data processing and other purchased computer services; and Cost of insurance.

The following new inquiries were added to the 2007 BES: Expensed purchases of software; [Commission expense {retail}]; and Purchased professional and technical services.

For the first time, respondents in the 2007 BES were given the opportunity to report electronically using the application CensusTaker, which has been available to annual survey respondents.

Data other than detailed expenses compiled in the 2007 Annual Wholesale Trade Survey (AWTS) are comparable with the 2006 AWTS.

# Annual Methodology

**Confidentiality:** Title 13 of the United States Code authorizes the Census Bureau to conduct censuses and surveys. Section 9 of the same Title requires that any information collected from the public under the authority of Title 13 be maintained as confidential. Section 214 of Title 13 and Sections 3559 and 3571 of Title 18 of the United States Code provide for the imposition of penalties of up to five years in prison and up to \$250,000 in fines for wrongful disclosure of confidential census information. The Census Bureau's internal Disclosure Review Board sets the confidentiality rules for all data releases. A checklist approach is used to ensure that all potential risks to the confidentiality of the data are considered and addressed.

**Disclosure Statement:** A disclosure of data occurs when an individual can use published statistical information to identify either an individual or firm that has provided information under a pledge of confidentiality. Disclosure limitation is the process used to protect the confidentiality of the survey data provided by an individual or firm. Using disclosure limitation procedures, the Census Bureau modifies or removes the characteristics that put confidential information at risk for disclosure. Although it may appear that a table shows information about a specific individual or business, the Census Bureau has taken steps to disguise or suppress the original data while making sure the results are still useful. The techniques used by the Census Bureau to protect confidentiality in tabulations vary, depending on the type of data.

**Sampling Frame:** Companies, parts of companies (defined by Employer Identification Numbers, or EINs), and single-unit establishments (also defined by EINs) that are located in the United States, have paid employees, and are classified in wholesale trade as defined by the 2002 NAICS. This includes wholesalers that take title to the goods they sell such as jobbers, industrial distributors, exporters, importers, and Manufacturers' Sales Branches and Offices (MSBOs), as well as companies that do not take title of the goods they sell such as agents, merchandise or commodity brokers, commission merchants, and electronic business-to-business markets. The EIN is the identifier employer businesses use to report Social Security payroll withholdings to the Federal government. Read more about the AWTS sampling frame in [Appendix A](#).

**Sample Design and Size:** The sample for AWTS consists of three separate samples: (1) a sample of merchant wholesalers, MSBOs, (2) a sample of MSBOs, and (3) a sample of wholesale electronic markets and agents and brokers. AWTS uses a stratified, one-stage design with primary strata defined by industry (e.g., Motor Vehicle and Motor Vehicle Parts, Furniture and Home Furnishings, Grocery, etc.). There are 59 primary strata: 40 from the merchant wholesale

sample, 17 from the MSBOs sample, and 2 from the Agents and Brokers sample. The primary strata are substratified into 4, 7, 10, or 13 annual sales size strata. The largest sales size stratum within each industry stratum consists of companies, all of which are selected with certainty (sampling weight equal to one). The other strata are populated by EINs. Sample sizes are computed to meet multiple coefficient of variation constraints on estimated annual sales and end-of-year inventory totals. Constraints are specified at detailed industry levels and at broad levels up to the total wholesale level. Sampling weights range from 1 to 250. Units are selected independently between strata using simple random sampling without replacement within the size substrata. The sample consists of approximately 2,100 certainty companies and 5,900 EINs. Updates to the sample are made on a quarterly basis to account for new businesses, deaths, and other changes to the universe. Read more about how the AWTS sample is stratified, selected, and maintained in [Appendix B](#).

**Data Collection:** Data are collected by mail, fax, Internet, and telephone. Response is mandatory under the authority of an Act of Congress, Title 13, United States Code, Sections 182, 224, and 225. Firms in the AWTS sample are asked to report their data for the year just ending. Two years of data are requested in the year in which a new sample is introduced.

**Data Items Requested:** Data items requested include annual sales, e-commerce sales, number of establishments covered by the report, value of inventories, inventory by valuation, inventory outside of the United States, total purchases of products, total operating expenses and the ending date of the report period if the data provided are for a period other than the calendar year.

**Nonresponse:** Data are imputed for unit nonresponse, item nonresponse, and for reported data that fail edits. Imputed data are based on responses from similar-sized units classified in the same industry. Read more about how nonresponse is handled on the AWTS in [Appendix C](#).

**Estimation and Sampling Variance:** Total estimates are computed as the sum of weighted data (reported or imputed) for all selected sampling units that meet the sample canvass and tabulation criteria. The weight for a given sampling unit is the reciprocal of its probability of selection into the AWTS sample. These estimates are input to a benchmarking procedure, as described below. Variances are estimated using the method of random groups and are used to determine if measured changes are statistically significant. Read more about how the AWTS arrives at its estimates and the reliability of those estimates in [Appendix D](#).

**Benchmarking:** Sales estimates from the current sample are adjusted to the 2002 Economic Census by linking these estimates to the published census-adjusted estimates from the prior

sample. Prior to adjustment, historical corrections were made to current sample data back to 2004. For a given detailed industry based on the 2002 North American Industry Classification System (NAICS), the linking is performed by multiplying the sample-based sales estimate by a ratio. The numerator and denominator of the ratio are as follows:

- The numerator is the 2004 published census-adjusted sales estimate for the industry from the prior sample.
- The denominator is the 2004 sales estimate for the industry from the current sample.

For merchant wholesalers, excluding MSBOs, the total expenses estimate for 2006 and subsequent years for a detailed industry from the current sample is adjusted by applying the ratio described above. The detailed expense estimates for reference year 2007 are adjusted by applying the same ratio. A method similar to the one for adjusting sales is used to link the end-of-year inventories and purchases estimates for merchant wholesalers, excluding MSBOs. First, the ratio described above is applied to the sample-based estimates for the given detailed industry for 2004 and subsequent years, resulting in adjusted estimates for these years. Then, the published adjusted estimates for 1998 through 2004 from the prior sample are input to the benchmarking program. Using this program, the estimates for 1999 through 2004 are revised in a manner that:

- Uses the published adjusted estimate for 1998 from the prior sample as a constraint, resulting in no revision to the published 1998 estimate.
- Uses the adjusted estimate for 2004 from the current sample as a constraint.
- Minimizes the sum of squared differences between the year-to-year changes of the input and revised estimates for 1999 through 2004.

For MSBOs, the following describes the method used to link the end-of-year inventories and expenses estimates for 2004 and subsequent years from the current sample. First, the ratio described above is applied to the sample-based estimates for the given detailed industry for 2004 and subsequent years, resulting in adjusted estimates for these years. Then, the difference between the 2004 adjusted estimate from the current sample and the 2004 published adjusted estimate from the prior sample is taken into account by applying a second ratio to the published adjusted estimates for 2002 and 2003 from the prior sample. The numerator and denominator of the second ratio are as follows:

- The numerator is the 2004 adjusted estimate for the industry from the current sample.
- The denominator is the 2004 published adjusted estimate for the industry from the prior sample.

Estimates at 2- and 3-digit NAICS levels are computed by summing the adjusted estimates for the appropriate detailed industries comprising the aggregate.

For Wholesale Electronic Markets and Agents and Brokers (NAICS 425), estimates for 2004 and subsequent years are produced directly from the current sample and are not adjusted.

**Important Uses of Results:** The Bureau of Economic Analysis (BEA) is the primary Federal user of data collected in the AWTs. BEA uses this information to prepare the national income and product accounts, input-output accounts, and gross domestic product.

**Table 1. Estimated Sales and Inventories of U.S. Merchant Wholesalers: 2002 through 2007**

[Sales and inventory estimates are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. All estimates have been adjusted using the results of the 2002 Economic Census.]

<b>2002 NAICS CODE</b>	<b>Data Item</b>	<b>Kind of Business</b>	<b>2002<sup>1</sup></b>	<b>2003<sup>1</sup></b>	<b>2004<sup>1</sup></b>	<b>2005<sup>1</sup></b>	<b>2006<sup>1</sup></b>	<b>2007</b>
<b>42</b>	<b>Sales</b>	<b>U.S. Merchant Wholesalers</b>	<b>4,151,597</b>	<b>4,345,336</b>	<b>4,799,679</b>	<b>5,164,302</b>	<b>5,526,221</b>	<b>5,782,065</b>
<b>423</b>	<b>Sales</b>	<b>Durable goods</b>	<b>2,171,268</b>	<b>2,217,701</b>	<b>2,488,629</b>	<b>2,635,111</b>	<b>2,838,727</b>	<b>2,880,374</b>
4231	Sales	Motor Vehicle and Motor Vehicle Parts and Supplies	598,718	606,754	646,961	655,402	696,623	677,863
4232	Sales	Furniture and Home Furnishings	71,428	71,894	76,290	79,672	84,733	83,067
4233	Sales	Lumber & Other Construction Materials	115,507	127,683	153,323	168,393	173,390	155,905
4234	Sales	Professional and Commercial Equipment and Supplies	406,447	421,660	454,888	481,510	513,660	524,856
42343	Sales	Computer and Computer Peripheral Equipment and Software	232,521	239,345	257,018	273,794	276,625	280,072
4235	Sales	Metals and Minerals, ex. Petroleum	117,455	118,967	167,376	189,017	214,753	218,899
4236	Sales	Electrical Goods	322,376	321,530	357,976	372,928	404,192	432,380
4237	Sales	Hardware, and Plumbing and Heating Equipment and Supplies	84,579	85,497	93,167	100,569	109,045	106,682
4238	Sales	Machinery, Equipment, and Supplies	297,936	304,043	343,641	380,797	413,546	427,011
4239	Sales	Miscellaneous Durable Goods	156,822	159,673	195,007	206,823	228,785	253,711
<b>424</b>	<b>Sales</b>	<b>Nondurable goods</b>	<b>1,980,329</b>	<b>2,127,635</b>	<b>2,311,050</b>	<b>2,529,191</b>	<b>2,687,494</b>	<b>2,901,691</b>
4241	Sales	Paper and Paper Products	114,411	116,230	127,191	135,878	139,663	140,578
4242	Sales	Drugs and Druggists' Sundries	386,858	426,650	464,161	506,120	517,876	514,134
4243	Sales	Apparel, Piece Goods, and Notions	118,346	116,022	120,731	126,080	130,803	132,911
4244	Sales	Groceries and Related Products	511,438	541,809	552,146	574,098	601,337	659,592
4245	Sales	Farm Product Raw Materials	103,403	115,129	122,997	118,555	130,801	171,962
4246	Sales	Chemicals and Allied Products	115,554	120,552	132,922	147,438	149,728	156,179
4247	Sales	Petroleum and Petroleum Products	321,246	378,612	449,830	559,485	642,787	728,129
4248	Sales	Beer, Wine, and Distilled Alcoholic Beverages	87,559	90,738	95,213	102,050	107,515	113,118
4249	Sales	Miscellaneous Nondurable Goods	221,514	221,893	245,859	259,487	266,984	285,088
<b>42</b>	<b>Inventories</b>	<b>U.S. Merchant Wholesalers</b>	<b>367,498</b>	<b>381,572</b>	<b>418,191</b>	<b>450,648</b>	<b>484,259</b>	<b>511,867</b>
<b>423</b>	<b>Inventories</b>	<b>Durable goods</b>	<b>215,083</b>	<b>223,454</b>	<b>253,064</b>	<b>273,598</b>	<b>294,490</b>	<b>300,552</b>
4231	Inventories	Motor Vehicle and Motor Vehicle Parts and Supplies	37,022	43,355	45,892	50,322	50,624	52,054
4232	Inventories	Furniture and Home Furnishings	7,074	7,376	7,742	8,212	8,777	8,830
4233	Inventories	Lumber & Other Construction Materials	10,414	12,105	15,397	16,821	17,292	16,760
4234	Inventories	Professional and Commercial Equipment and Supplies	31,671	32,265	35,005	36,541	40,205	41,449
42343	Inventories	Computer and Computer Peripheral Equipment and Software	11,417	11,965	12,698	12,723	13,190	13,323
4235	Inventories	Metals and Minerals, ex. Petroleum	14,793	14,871	22,611	23,723	29,519	28,605
4236	Inventories	Electrical Goods	28,779	27,821	30,258	32,829	36,225	37,923
4237	Inventories	Hardware, and Plumbing and Heating Equipment and Supplies	12,244	12,245	13,532	14,504	15,813	15,973
4238	Inventories	Machinery, Equipment, and Supplies	53,882	52,564	59,171	65,487	70,846	73,745
4239	Inventories	Miscellaneous Durable Goods	19,204	20,852	23,456	25,159	25,189	25,213
<b>424</b>	<b>Inventories</b>	<b>Nondurable goods</b>	<b>152,415</b>	<b>158,118</b>	<b>165,127</b>	<b>177,050</b>	<b>189,769</b>	<b>211,315</b>
4241	Inventories	Paper and Paper Products	6,789	6,801	7,712	8,405	8,962	9,234
4242	Inventories	Drugs and Druggists' Sundries	45,838	47,071	48,030	46,698	48,231	47,491
4243	Inventories	Apparel, Piece Goods, and Notions	15,489	14,888	15,120	16,151	17,459	17,684
4244	Inventories	Groceries and Related Products	24,096	26,551	27,660	30,140	32,665	35,563
4245	Inventories	Farm Product Raw Materials	12,263	15,179	11,975	13,903	18,934	28,008
4246	Inventories	Chemicals and Allied Products	10,572	10,552	11,254	12,315	12,647	13,772
4247	Inventories	Petroleum and Petroleum Products	10,716	10,663	14,195	18,145	19,535	24,604
4248	Inventories	Beer, Wine, and Distilled Alcoholic Beverages	7,196	7,433	7,900	8,452	9,154	10,066
4249	Inventories	Miscellaneous Nondurable Goods	19,456	18,980	21,281	22,841	22,182	24,893

**Notes:**

The 2002 revision of NAICS redefined merchant wholesale to include manufacturers' sales branches and offices. Prior to the revision, manufacturers' sales branches and offices were not included in data for merchant wholesalers.

Estimates have not been adjusted for price changes. Table 1A provides estimated measures of sampling variability. Additional information on confidentiality protection, sampling error, sample design, and definitions may be found at [http://www.census.gov/wholesale/www/how\\_surveys\\_are\\_collected/index.html](http://www.census.gov/wholesale/www/how_surveys_are_collected/index.html).

**Footnotes:**

<sup>1</sup> Revised data.

**Table 2. Estimated Sales and Inventories of U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices: 1998 through 2007**

[Sales and inventory estimates are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. All estimates have been adjusted using the results of the 2002 Economic Census.]

2002 NAICS CODE	Data Item	Kind of Business	1998 <sup>1</sup>	1999 <sup>1</sup>	2000 <sup>1</sup>	2001 <sup>1</sup>	2002 <sup>1</sup>	2003 <sup>1</sup>	2004 <sup>1</sup>	2005 <sup>1</sup>	2006 <sup>1</sup>	2007
<b>42</b>	<b>Sales</b>	<b>U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices</b>	<b>2,427,120</b>	<b>2,599,159</b>	<b>2,814,554</b>	<b>2,785,152</b>	<b>2,835,528</b>	<b>2,962,284</b>	<b>3,296,520</b>	<b>3,574,976</b>	<b>3,880,751</b>	<b>4,150,455</b>
<b>423</b>	<b>Sales</b>	<b>Durable goods</b>	<b>1,306,545</b>	<b>1,406,371</b>	<b>1,486,673</b>	<b>1,422,195</b>	<b>1,421,503</b>	<b>1,448,944</b>	<b>1,654,621</b>	<b>1,771,835</b>	<b>1,929,281</b>	<b>1,997,552</b>
4231	Sales	Motor Vehicle and Motor Vehicle Parts and Supplies	183,741	212,357	222,243	234,902	251,947	257,317	277,765	294,035	324,924	324,957
4232	Sales	Furniture and Home Furnishings	43,020	46,925	52,697	52,433	53,484	54,758	58,298	60,949	66,019	65,548
4233	Sales	Lumber & Other Construction Materials	79,784	88,505	87,179	89,730	95,091	105,672	128,624	141,057	144,954	129,267
4234	Sales	Professional and Commercial Equipment and Supplies	257,518	281,843	282,230	267,795	272,462	272,609	296,276	309,488	324,274	344,740
42343	Sales	Computer and Computer Peripheral Equipment and Software	157,836	175,779	174,848	153,845	150,618	144,319	157,547	163,137	161,997	175,143
4235	Sales	Metals and Minerals, ex. Petroleum	88,514	86,514	93,806	84,847	81,746	81,393	121,180	135,860	156,560	162,289
4236	Sales	Electrical Goods	201,145	224,125	260,041	231,864	222,957	227,129	253,761	265,868	293,998	311,441
4237	Sales	Hardware, and Plumbing and Heating Equipment and Supplies	65,540	68,505	72,056	69,047	70,431	71,235	77,524	83,173	90,721	88,890
4238	Sales	Machinery, Equipment, and Supplies	243,698	247,993	256,089	247,226	227,758	230,838	260,190	288,426	313,046	329,983
4239	Sales	Miscellaneous Durable Goods	143,585	149,604	160,332	144,351	145,627	147,993	181,023	192,979	214,784	240,437
<b>424</b>	<b>Sales</b>	<b>Nondurable goods</b>	<b>1,120,575</b>	<b>1,192,788</b>	<b>1,327,881</b>	<b>1,362,957</b>	<b>1,414,025</b>	<b>1,513,340</b>	<b>1,641,899</b>	<b>1,803,141</b>	<b>1,951,470</b>	<b>2,152,903</b>
4241	Sales	Paper and Paper Products	69,102	73,158	77,774	76,232	72,646	73,895	81,534	87,454	90,976	92,809
4242	Sales	Drugs and Druggists' Sundries	125,599	151,527	175,979	210,672	245,625	273,546	296,556	329,089	347,012	358,632
4243	Sales	Apparel, Piece Goods, and Notions	86,821	90,369	96,501	98,961	105,803	104,392	108,432	112,861	117,801	120,315
4244	Sales	Groceries and Related Products	341,626	356,093	374,725	377,179	385,881	405,322	409,743	428,420	448,820	501,127
4245	Sales	Farm Product Raw Materials	110,042	100,411	102,666	100,886	103,403	115,129	122,997	118,555	130,801	171,962
4246	Sales	Chemicals and Allied Products	56,300	57,713	62,259	64,183	67,721	69,736	76,369	88,203	89,559	95,126
4247	Sales	Petroleum and Petroleum Products	119,015	139,739	195,766	191,529	192,666	225,707	274,942	350,094	426,094	491,834
4248	Sales	Beer, Wine, and Distilled Alcoholic Beverages	61,759	67,330	71,337	74,854	79,189	82,215	85,607	90,370	96,440	100,894
4249	Sales	Miscellaneous Nondurable Goods	150,311	156,448	170,874	168,461	161,091	163,398	185,669	198,095	203,967	220,204
<b>42</b>	<b>Inventories</b>	<b>U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices</b>	<b>272,575</b>	<b>290,482</b>	<b>309,977</b>	<b>299,009</b>	<b>303,359</b>	<b>309,628</b>	<b>339,550</b>	<b>363,887</b>	<b>393,839</b>	<b>418,759</b>
<b>423</b>	<b>Inventories</b>	<b>Durable goods</b>	<b>175,994</b>	<b>188,122</b>	<b>199,336</b>	<b>183,710</b>	<b>183,721</b>	<b>186,600</b>	<b>212,122</b>	<b>227,991</b>	<b>247,560</b>	<b>251,548</b>
4231	Inventories	Motor Vehicle and Motor Vehicle Parts and Supplies	23,453	26,848	28,869	27,697	30,185	31,612	33,465	36,811	38,808	39,442
4232	Inventories	Furniture and Home Furnishings	5,268	5,669	6,333	5,925	6,225	6,536	6,806	7,278	7,744	7,739
4233	Inventories	Lumber & Other Construction Materials	7,365	8,162	8,404	8,395	8,843	10,434	13,387	14,450	14,836	14,018
4234	Inventories	Professional and Commercial Equipment and Supplies	26,698	28,107	27,876	24,382	24,917	24,983	27,002	27,717	30,008	30,845
42343	Inventories	Computer and Computer Peripheral Equipment and Software	12,985	13,519	12,069	9,273	8,951	9,440	10,125	10,108	10,531	10,516
4235	Inventories	Metals and Minerals, ex. Petroleum	12,947	12,905	13,489	12,105	12,271	12,428	19,490	19,954	25,310	23,916
4236	Inventories	Electrical Goods	24,234	27,331	31,108	26,357	25,085	24,398	26,875	28,290	31,361	32,782
4237	Inventories	Hardware, and Plumbing and Heating Equipment and Supplies	10,181	10,465	11,469	10,920	10,988	11,065	12,271	13,118	14,148	14,511
4238	Inventories	Machinery, Equipment, and Supplies	47,762	49,980	51,314	49,418	48,879	45,281	50,646	56,276	61,271	64,104
4239	Inventories	Miscellaneous Durable Goods	18,086	18,755	20,474	18,511	18,328	19,863	22,380	24,097	24,074	24,191
<b>424</b>	<b>Inventories</b>	<b>Nondurable goods</b>	<b>96,581</b>	<b>102,360</b>	<b>110,641</b>	<b>115,299</b>	<b>119,638</b>	<b>123,028</b>	<b>127,428</b>	<b>135,896</b>	<b>146,279</b>	<b>167,211</b>
4241	Inventories	Paper and Paper Products	5,890	5,920	6,619	5,795	5,392	5,389	6,155	6,647	6,762	7,046
4242	Inventories	Drugs and Druggists' Sundries	15,873	19,355	24,089	31,032	32,676	33,226	33,210	31,515	32,544	33,614
4243	Inventories	Apparel, Piece Goods, and Notions	14,021	13,418	13,656	13,811	14,013	13,203	13,432	14,203	15,498	15,760
4244	Inventories	Groceries and Related Products	19,037	20,342	20,444	19,180	20,275	20,242	20,848	22,909	24,870	27,524
4245	Inventories	Farm Product Raw Materials	10,912	10,771	11,781	11,792	12,263	15,179	11,975	13,903	18,934	28,008
4246	Inventories	Chemicals and Allied Products	5,783	6,112	6,117	6,266	6,762	6,760	7,394	8,198	8,163	9,094
4247	Inventories	Petroleum and Petroleum Products	3,793	4,341	5,192	5,231	6,005	6,456	9,207	11,523	12,278	15,933
4248	Inventories	Beer, Wine, and Distilled Alcoholic Beverages	5,796	6,156	6,512	6,376	6,973	7,194	7,651	8,218	8,674	9,566
4249	Inventories	Miscellaneous Nondurable Goods	15,476	15,945	16,231	15,816	15,279	15,379	17,556	18,780	18,556	20,666

Note:

Estimates have not been adjusted for price changes. Table 2A provides estimated measures of sampling variability. Additional information on confidentiality protection, sampling error, sample design, and definitions may be found at [http://www.census.gov/wholesale/www/how\\_surveys\\_are\\_collected/index.html](http://www.census.gov/wholesale/www/how_surveys_are_collected/index.html).

Footnotes:

<sup>1</sup> Revised data.

**Table 3. Estimated Sales and Inventories of U.S. Manufacturers' Sales Branches and Offices: 2002 through 2007**

[Sales and inventory estimates are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. All estimates have been adjusted using the results of the 2002 Economic Census.]

2002 NAICS CODE	Data Item	Kind of Business	2002 <sup>1</sup>	2003 <sup>1</sup>	2004 <sup>1</sup>	2005 <sup>1</sup>	2006 <sup>1</sup>	2007
<b>42</b>	<b>Sales</b>	<b>U.S. Manufacturers' Sales Branches and Offices</b>	<b>1,316,069</b>	<b>1,383,052</b>	<b>1,503,159</b>	<b>1,589,326</b>	<b>1,645,470</b>	<b>1,631,610</b>
<b>423</b>	<b>Sales</b>	<b>Durable goods</b>	<b>749,765</b>	<b>768,757</b>	<b>834,008</b>	<b>863,276</b>	<b>909,446</b>	<b>882,822</b>
4231	Sales	Motor Vehicle and Motor Vehicle Parts and Supplies	346,771	349,437	369,196	361,367	371,699	352,906
4232	Sales	Furniture and Home Furnishings	17,944	17,136	17,992	18,723	18,714	17,519
4233	Sales	Lumber & Other Construction Materials	20,416	22,011	24,699	27,336	28,436	26,638
4234	Sales	Professional and Commercial Equipment and Supplies	133,985	149,051	158,612	172,022	189,386	180,116
42343	Sales	Computer and Computer Peripheral Equipment and Software	81,903	95,026	99,471	110,657	114,628	104,929
4235	Sales	Metals and Minerals, ex. Petroleum	35,709	37,574	46,216	53,157	58,193	56,610
4236	Sales	Electrical Goods	99,419	94,401	104,215	107,060	S	S
4237	Sales	Hardware, and Plumbing and Heating Equipment and Supplies	14,148	14,262	15,643	17,396	18,324	17,792
4238	Sales	Machinery, Equipment, and Supplies	70,178	73,205	83,451	92,371	100,500	97,028
4239	Sales	Miscellaneous Durable Goods	S	S	13,984	13,844	14,001	13,274
<b>424</b>	<b>Sales</b>	<b>Nondurable goods</b>	<b>566,304</b>	<b>614,295</b>	<b>669,151</b>	<b>726,050</b>	<b>736,024</b>	<b>748,788</b>
4241	Sales	Paper and Paper Products	41,765	42,335	45,607	48,424	48,687	47,769
4242	Sales	Drugs and Druggists' Sundries	141,233	153,104	167,605	177,031	170,864	155,502
4243	Sales	Apparel, Piece Goods, and Notions	12,543	11,630	12,299	13,219	13,002	12,596
4244	Sales	Groceries and Related Products	125,557	136,487	142,403	145,678	152,517	158,465
4246	Sales	Chemicals and Allied Products	47,833	50,816	56,553	59,235	60,169	61,053
4247	Sales	Petroleum and Petroleum Products	128,580	152,905	174,888	209,391	216,693	236,295
4248	Sales	Beer, Wine, and Distilled Alcoholic Beverages	8,370	8,523	9,606	11,680	S	12,224
4249	Sales	Miscellaneous Nondurable Goods	60,423	58,495	60,190	61,392	63,017	64,884
<b>42</b>	<b>Inventories</b>	<b>U.S. Manufacturers' Sales Branches and Offices</b>	<b>64,139</b>	<b>71,944</b>	<b>78,641</b>	<b>86,761</b>	<b>90,420</b>	<b>93,108</b>
<b>423</b>	<b>Inventories</b>	<b>Durable goods</b>	<b>31,362</b>	<b>36,854</b>	<b>40,942</b>	<b>45,607</b>	<b>46,930</b>	<b>49,004</b>
4231	Inventories	Motor Vehicle and Motor Vehicle Parts and Supplies	6,837	11,743	12,427	13,511	11,816	12,612
4232	Inventories	Furniture and Home Furnishings	849	840	936	934	1,033	1,091
4233	Inventories	Lumber & Other Construction Materials	1,571	1,671	2,010	2,371	2,456	2,742
4234	Inventories	Professional and Commercial Equipment and Supplies	6,754	7,282	8,003	8,824	10,197	10,604
42343	Inventories	Computer and Computer Peripheral Equipment and Software	2,466	2,525	2,573	2,615	2,659	2,807
4235	Inventories	Metals and Minerals, ex. Petroleum	2,522	2,443	3,121	3,769	4,209	4,689
4236	Inventories	Electrical Goods	3,694	3,423	3,583	4,539	4,864	5,141
4237	Inventories	Hardware, and Plumbing and Heating Equipment and Supplies	1,256	1,180	1,261	1,386	1,665	1,462
4238	Inventories	Machinery, Equipment, and Supplies	7,003	7,283	8,525	9,211	9,575	9,641
4239	Inventories	Miscellaneous Durable Goods	S	S	1,076	1,062	1,115	1,022
<b>424</b>	<b>Inventories</b>	<b>Nondurable goods</b>	<b>32,777</b>	<b>35,090</b>	<b>37,699</b>	<b>41,154</b>	<b>43,490</b>	<b>44,104</b>
4241	Inventories	Paper and Paper Products	1,397	1,412	1,557	1,758	2,200	2,188
4242	Inventories	Drugs and Druggists' Sundries	13,162	13,845	14,820	15,183	15,687	13,877
4243	Inventories	Apparel, Piece Goods, and Notions	1,476	1,685	1,688	1,948	1,961	1,924
4244	Inventories	Groceries and Related Products	3,821	6,309	6,812	7,231	7,795	8,039
4246	Inventories	Chemicals and Allied Products	3,810	3,792	3,860	4,117	4,484	4,678
4247	Inventories	Petroleum and Petroleum Products	4,711	4,207	4,988	6,622	7,257	8,671
4248	Inventories	Beer, Wine, and Distilled Alcoholic Beverages	223	239	249	234	480	500
4249	Inventories	Miscellaneous Nondurable Goods	4,177	3,601	3,725	4,061	3,626	4,227

Notes:

S - Corresponding estimate in Table 3 does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%). For a description of publication standards and the total quantity response rate, see [http://www.census.gov/quality/S20-0\\_v1.0\\_Data\\_Release.pdf](http://www.census.gov/quality/S20-0_v1.0_Data_Release.pdf).

There are no manufacturers' sales branches and offices in NAICS code 4245.

Estimates have not been adjusted for price changes. Table 3A provides estimated measures of sampling variability. Additional information on confidentiality protection, sampling error, sample design, and definitions may be found at [http://www.census.gov/wholesale/www/how\\_surveys\\_are\\_collected/index.html](http://www.census.gov/wholesale/www/how_surveys_are_collected/index.html).

Footnotes:

<sup>1</sup> Revised data.

**Table 4. Estimated Annual Purchases, Gross Margins, and Gross Margins as a Percent of Sales for U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices: 1998 Through 2007**

[Purchases and gross margins estimates are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. All estimates have been adjusted using the results of the 2002 Economic Census.]

2002 NAICS CODE	Data Item	Kind of Business	1998 <sup>1</sup>	1999 <sup>1</sup>	2000 <sup>1</sup>	2001 <sup>1</sup>	2002 <sup>1</sup>	2003 <sup>1</sup>	2004 <sup>1</sup>	2005 <sup>1</sup>	2006 <sup>1</sup>	2007
42	Purchases	<b>U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices</b>	<b>1,942,911</b>	<b>2,082,464</b>	<b>2,268,547</b>	<b>2,232,260</b>	<b>2,279,013</b>	<b>2,401,361</b>	<b>2,696,341</b>	<b>2,924,341</b>	<b>3,177,001</b>	<b>3,386,742</b>
423	Purchases	<b>Durable goods</b>	<b>1,011,882</b>	<b>1,090,650</b>	<b>1,151,525</b>	<b>1,088,087</b>	<b>1,085,081</b>	<b>1,113,133</b>	<b>1,287,187</b>	<b>1,372,970</b>	<b>1,494,716</b>	<b>1,539,556</b>
4231	Purchases	Motor Vehicle and Motor Vehicle Parts and Supplies	145,700	169,993	176,699	187,057	201,587	212,065	231,679	246,123	271,016	273,873
4232	Purchases	Furniture and Home Furnishings	31,026	33,580	37,329	36,415	36,666	37,541	40,570	42,888	46,191	45,487
4233	Purchases	Lumber & Other Construction Materials	65,528	72,724	71,017	71,862	75,983	84,542	103,499	112,065	113,804	98,750
4234	Purchases	Professional and Commercial Equipment and Supplies	200,876	220,783	220,151	203,045	204,173	204,593	225,160	234,747	245,201	260,018
42343	Purchases	Computer and Computer Peripheral Equipment and Software	132,911	149,683	148,394	127,824	124,164	120,431	131,947	136,718	136,586	147,269
4235	Purchases	Metals and Minerals, ex. Petroleum	72,164	69,483	74,770	66,894	64,192	64,247	96,950	107,170	125,920	132,284
4236	Purchases	Electrical Goods	157,064	174,980	203,727	180,463	174,325	178,760	201,593	210,263	230,081	243,027
4237	Purchases	Hardware, and Plumbing and Heating Equipment and Supplies	49,491	50,922	52,837	47,825	48,458	48,269	53,874	58,183	63,197	61,567
4238	Purchases	Machinery, Equipment, and Supplies	179,982	183,185	189,584	182,040	166,340	168,098	191,621	210,781	230,749	237,718
4239	Purchases	Miscellaneous Durable Goods	110,051	115,020	125,411	112,696	113,347	115,018	143,241	150,750	168,555	186,832
424	Purchases	<b>Nondurable goods</b>	<b>931,029</b>	<b>991,814</b>	<b>1,117,022</b>	<b>1,144,163</b>	<b>1,193,932</b>	<b>1,288,228</b>	<b>1,409,154</b>	<b>1,551,371</b>	<b>1,682,285</b>	<b>1,847,186</b>
4241	Purchases	Paper and Paper Products	54,108	57,701	62,096	61,619	59,044	60,837	67,029	71,440	73,367	74,735
4242	Purchases	Drugs and Druggists' Sundries	110,654	134,679	159,853	191,063	224,417	255,759	279,282	299,330	318,772	331,529
4243	Purchases	Apparel, Piece Goods, and Notions	61,681	63,098	68,007	68,640	73,902	73,326	74,928	77,934	82,985	84,154
4244	Purchases	Groceries and Related Products	288,327	298,947	315,107	315,269	321,449	330,672	344,469	364,007	381,812	427,658
4245	Purchases	Farm Product Raw Materials	101,678	92,551	95,621	92,338	95,688	106,411	113,958	109,886	118,296	157,570
4246	Purchases	Chemicals and Allied Products	42,413	43,267	47,223	48,100	50,369	52,180	58,384	69,230	69,187	73,539
4247	Purchases	Petroleum and Petroleum Products	106,976	126,970	180,371	178,295	181,761	216,202	256,702	332,660	400,691	447,176
4248	Purchases	Beer, Wine, and Distilled Alcoholic Beverages	46,654	50,726	53,659	56,054	59,523	62,525	63,407	66,677	71,990	75,231
4249	Purchases	Miscellaneous Nondurable Goods	118,038	123,875	135,085	132,785	127,739	130,316	150,995	160,407	165,185	175,606
42	Gross margins	<b>U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices</b>	<b>497,884</b>	<b>534,602</b>	<b>565,502</b>	<b>541,924</b>	<b>560,865</b>	<b>567,192</b>	<b>630,101</b>	<b>674,972</b>	<b>733,702</b>	<b>788,633</b>
423	Gross margins	<b>Durable goods</b>	<b>305,286</b>	<b>327,489</b>	<b>346,362</b>	<b>318,472</b>	<b>336,433</b>	<b>338,690</b>	<b>392,956</b>	<b>414,734</b>	<b>454,134</b>	<b>461,984</b>
4231	Gross margins	Motor Vehicle and Motor Vehicle Parts and Supplies	39,182	45,759	47,565	46,673	52,838	46,679	47,939	51,258	55,903	51,718
4232	Gross margins	Furniture and Home Furnishings	12,378	13,746	16,032	15,610	17,118	17,528	17,998	18,533	20,294	20,056
4233	Gross margins	Lumber & Other Construction Materials	13,877	16,578	16,404	17,859	19,556	22,721	28,078	30,055	31,536	29,699
4234	Gross margins	Professional and Commercial Equipment and Supplies	55,835	62,469	61,848	61,256	68,824	68,082	73,135	75,456	81,364	85,559
42343	Gross margins	Computer and Computer Peripheral Equipment and Software	24,478	26,630	25,004	23,225	26,132	24,377	26,285	26,402	25,634	27,859
4235	Gross margins	Metals and Minerals, ex. Petroleum	16,959	16,989	19,620	16,769	17,720	17,303	32,272	29,154	35,996	28,611
4236	Gross margins	Electrical Goods	45,997	52,282	60,091	46,650	47,360	47,682	54,445	57,220	66,989	69,835
4237	Gross margins	Hardware, and Plumbing and Heating Equipment and Supplies	16,858	17,867	20,223	20,673	22,041	23,043	24,856	25,837	28,554	27,686
4238	Gross margins	Machinery, Equipment, and Supplies	69,715	66,926	67,939	63,290	58,879	61,142	73,934	83,275	87,292	95,098
4239	Gross margins	Miscellaneous Durable Goods	34,485	35,253	36,640	29,692	32,097	34,510	40,299	43,946	46,206	53,722
424	Gross margins	<b>Nondurable goods</b>	<b>192,598</b>	<b>206,753</b>	<b>219,140</b>	<b>223,452</b>	<b>224,432</b>	<b>228,502</b>	<b>237,145</b>	<b>260,238</b>	<b>279,568</b>	<b>326,649</b>
4241	Gross margins	Paper and Paper Products	14,942	15,487	16,377	13,789	13,199	13,055	15,321	16,506	17,724	18,358
4242	Gross margins	Drugs and Druggists' Sundries	17,147	20,330	20,860	26,552	22,852	18,337	17,258	28,064	29,269	28,173
4243	Gross margins	Apparel, Piece Goods, and Notions	25,569	26,668	28,732	30,476	32,103	30,256	33,733	35,698	36,111	36,423
4244	Gross margins	Groceries and Related Products	52,825	58,451	59,720	60,646	65,487	74,617	65,880	66,474	68,969	76,123
4245	Gross margins	Farm Product Raw Materials	7,998	7,719	8,055	8,559	8,186	11,634	5,835	10,797	17,536	23,466
4246	Gross margins	Chemicals and Allied Products	14,237	14,775	15,041	16,232	17,848	17,554	18,619	19,777	20,337	22,518
4247	Gross margins	Petroleum and Petroleum Products	11,492	13,317	16,246	13,273	11,679	9,956	20,991	19,750	26,158	48,325
4248	Gross margins	Beer, Wine, and Distilled Alcoholic Beverages	15,423	16,964	18,034	18,664	20,263	19,911	22,657	24,260	24,906	26,555
4249	Gross margins	Miscellaneous Nondurable Goods	32,965	33,042	36,075	35,261	32,815	33,182	36,851	38,912	38,558	46,708
42	Gross margins as a percent of sales	<b>U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices</b>	<b>20.5</b>	<b>20.6</b>	<b>20.1</b>	<b>19.5</b>	<b>19.8</b>	<b>19.1</b>	<b>19.1</b>	<b>18.9</b>	<b>18.9</b>	<b>19.0</b>
423	Gross margins as a percent of sales	<b>Durable goods</b>	<b>23.4</b>	<b>23.3</b>	<b>23.3</b>	<b>22.4</b>	<b>23.7</b>	<b>23.4</b>	<b>23.7</b>	<b>23.4</b>	<b>23.5</b>	<b>23.1</b>
4231	Gross margins as a percent of sales	Motor Vehicle and Motor Vehicle Parts and Supplies	21.3	21.5	21.4	19.9	21.0	18.1	17.3	17.4	17.2	15.9
4232	Gross margins as a percent of sales	Furniture and Home Furnishings	28.8	29.3	30.4	29.8	32.0	32.0	30.9	30.4	30.7	30.6
4233	Gross margins as a percent of sales	Lumber & Other Construction Materials	17.4	18.7	18.8	19.9	20.6	21.5	21.8	21.3	21.8	23.0
4234	Gross margins as a percent of sales	Professional and Commercial Equipment and Supplies	21.7	22.2	21.9	22.9	25.3	25.0	24.7	24.4	25.1	24.8
42343	Gross margins as a percent of sales	Computer and Computer Peripheral Equipment and Software	15.5	15.1	14.3	15.1	17.3	16.9	16.7	16.2	15.9	15.9
4235	Gross margins as a percent of sales	Metals and Minerals, ex. Petroleum	19.2	19.6	20.9	19.8	21.7	21.3	26.6	21.5	23.0	17.6
4236	Gross margins as a percent of sales	Electrical Goods	22.9	23.3	23.1	20.1	21.2	21.0	21.5	21.5	22.8	22.4
4237	Gross margins as a percent of sales	Hardware, and Plumbing and Heating Equipment and Supplies	25.7	26.1	28.1	29.9	31.3	32.3	32.1	31.1	31.5	31.1
4238	Gross margins as a percent of sales	Machinery, Equipment, and Supplies	28.6	27.0	26.5	25.6	25.9	26.5	28.4	28.9	27.9	28.8
4239	Gross margins as a percent of sales	Miscellaneous Durable Goods	24.0	23.6	22.9	20.6	22.0	23.3	22.3	22.8	21.5	22.3
424	Gross margins as a percent of sales	<b>Nondurable goods</b>	<b>17.2</b>	<b>17.3</b>	<b>16.5</b>	<b>16.4</b>	<b>15.9</b>	<b>15.1</b>	<b>14.4</b>	<b>14.4</b>	<b>14.3</b>	<b>15.2</b>
4241	Gross margins as a percent of sales	Paper and Paper Products	21.6	21.2	21.1	18.1	18.2	17.7	18.8	18.9	19.5	19.8
4242	Gross margins as a percent of sales	Drugs and Druggists' Sundries	13.7	13.4	11.9	12.6	9.3	6.7	5.8	8.5	8.4	7.9
4243	Gross margins as a percent of sales	Apparel, Piece Goods, and Notions	29.5	29.5	29.8	30.8	30.3	29.0	31.1	31.6	30.7	30.3
4244	Gross margins as a percent of sales	Groceries and Related Products	15.5	16.4	15.9	16.1	17.0	18.4	16.1	15.5	15.4	15.2
4245	Gross margins as a percent of sales	Farm Product Raw Materials	7.3	7.7	7.8	8.5	7.9	10.1	4.7	9.1	13.4	13.6
4246	Gross margins as a percent of sales	Chemicals and Allied Products	25.3	25.6	24.2	25.3	26.4	25.2	24.4	22.4	22.7	23.7
4247	Gross margins as a percent of sales	Petroleum and Petroleum Products	9.7	9.5	8.3	6.9	6.1	4.4	7.6	5.6	6.1	9.8
4248	Gross margins as a percent of sales	Beer, Wine, and Distilled Alcoholic Beverages	25.0	25.2	25.3	24.9	25.6	24.2	26.5	26.8	25.8	26.3
4249	Gross margins as a percent of sales	Miscellaneous Nondurable Goods	21.9	21.1	21.1	20.9	20.4	20.3	19.8	19.6	18.9	21.2

Note:

Estimates have not been adjusted for price changes. Table 4A provides estimated measures of sampling variability. Additional information on confidentiality protection, sampling error, sample design, and definitions may be found at [http://www.census.gov/wholesale/www/how\\_surveys\\_are\\_collected/index.html](http://www.census.gov/wholesale/www/how_surveys_are_collected/index.html).

Footnotes:

<sup>1</sup> Revised data.

**Table 5. Estimated Annual Operating Expenses and Operating Expenses as a Percent of Sales for U.S. Merchant Wholesalers: 2002 through 2007**

[Operating expenses are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey and the Business Expense Supplement from the 2007 Annual Wholesale Trade Survey. All estimates have been adjusted using the results of the 2002 Economic Census.]

2002 NAICS CODE	Data Item	Kind of Business	2002 <sup>1</sup>	2003 <sup>1</sup>	2004 <sup>1</sup>	2005 <sup>1</sup>	2006 <sup>1</sup>	2007
<b>42</b>	<b>Operating expenses</b>	<b>U.S. Merchant Wholesalers</b>					<b>645,833</b>	<b>703,000</b>
<b>423</b>	<b>Operating expenses</b>	<b>Durable goods</b>					<b>394,478</b>	<b>423,009</b>
4231	Operating expenses	Motor Vehicle and Motor Vehicle Parts and Supplies					52,307	56,398
4232	Operating expenses	Furniture and Home Furnishings					17,068	18,992
4233	Operating expenses	Lumber & Other Construction Materials					27,118	27,524
4234	Operating expenses	Professional and Commercial Equipment and Supplies					81,089	86,606
42343	Operating expenses	Computer and Computer Peripheral Equipment and Software					31,935	36,571
4235	Operating expenses	Metals and Minerals, ex. Petroleum					21,569	21,421
4236	Operating expenses	Electrical Goods					60,328	66,855
4237	Operating expenses	Hardware, and Plumbing and Heating Equipment and Supplies					26,622	24,532
4238	Operating expenses	Machinery, Equipment, and Supplies					72,370	80,416
4239	Operating expenses	Miscellaneous Durable Goods					36,007	40,266
<b>424</b>	<b>Operating expenses</b>	<b>Nondurable goods</b>					<b>251,355</b>	<b>279,990</b>
4241	Operating expenses	Paper and Paper Products					20,901	21,166
4242	Operating expenses	Drugs and Druggists' Sundries					40,981	39,549
4243	Operating expenses	Apparel, Piece Goods, and Notions					25,595	27,674
4244	Operating expenses	Groceries and Related Products					66,571	78,976
4245	Operating expenses	Farm Product Raw Materials					9,809	10,764
4246	Operating expenses	Chemicals and Allied Products					19,686	22,195
4247	Operating expenses	Petroleum and Petroleum Products					16,910	20,242
4248	Operating expenses	Beer, Wine, and Distilled Alcoholic Beverages					19,059	20,386
4249	Operating expenses	Miscellaneous Nondurable Goods					31,843	39,039
<b>42</b>	<b>Operating expenses as a percent of sales</b>	<b>U.S. Merchant Wholesalers</b>					<b>11.7</b>	<b>12.2</b>
<b>423</b>	<b>Operating expenses as a percent of sales</b>	<b>Durable goods</b>					<b>13.9</b>	<b>14.7</b>
4231	Operating expenses as a percent of sales	Motor Vehicle and Motor Vehicle Parts and Supplies					7.5	8.3
4232	Operating expenses as a percent of sales	Furniture and Home Furnishings					20.1	22.9
4233	Operating expenses as a percent of sales	Lumber & Other Construction Materials					15.6	17.7
4234	Operating expenses as a percent of sales	Professional and Commercial Equipment and Supplies					15.8	16.5
42343	Operating expenses as a percent of sales	Computer and Computer Peripheral Equipment and Software					11.5	13.1
4235	Operating expenses as a percent of sales	Metals and Minerals, ex. Petroleum					10.0	9.8
4236	Operating expenses as a percent of sales	Electrical Goods					14.9	15.5
4237	Operating expenses as a percent of sales	Hardware, and Plumbing and Heating Equipment and Supplies					24.4	23.0
4238	Operating expenses as a percent of sales	Machinery, Equipment, and Supplies					17.5	18.8
4239	Operating expenses as a percent of sales	Miscellaneous Durable Goods					15.7	15.9
<b>424</b>	<b>Operating expenses as a percent of sales</b>	<b>Nondurable goods</b>					<b>9.4</b>	<b>9.6</b>
4241	Operating expenses as a percent of sales	Paper and Paper Products					15.0	15.1
4242	Operating expenses as a percent of sales	Drugs and Druggists' Sundries					7.9	7.7
4243	Operating expenses as a percent of sales	Apparel, Piece Goods, and Notions					19.6	20.8
4244	Operating expenses as a percent of sales	Groceries and Related Products					11.1	12.0
4245	Operating expenses as a percent of sales	Farm Product Raw Materials					7.5	6.3
4246	Operating expenses as a percent of sales	Chemicals and Allied Products					13.1	14.2
4247	Operating expenses as a percent of sales	Petroleum and Petroleum Products					2.6	2.8
4248	Operating expenses as a percent of sales	Beer, Wine, and Distilled Alcoholic Beverages					17.7	18.0
4249	Operating expenses as a percent of sales	Miscellaneous Nondurable Goods					11.9	13.7

**Table 5. Estimated Annual Operating Expenses and Operating Expenses as a Percent of Sales for U.S. Merchant Wholesalers: 2002 through 2007 -- cont.**

[Operating expenses are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey and the Business Expense Supplement from the 2007 Annual Wholesale Trade Survey. All estimates have been adjusted using the results of the 2002 Economic Census.]

2002 NAICS CODE	Data Item	Kind of Business	2002 <sup>1</sup>	2003 <sup>1</sup>	2004 <sup>1</sup>	2005 <sup>1</sup>	2006 <sup>1</sup>	2007
<b>42</b>	<b>Operating expenses</b>	<b>U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices</b>					<b>502,648</b>	<b>554,083</b>
<b>423</b>	<b>Operating expenses</b>	<b>Durable goods</b>					<b>315,356</b>	<b>338,785</b>
4231	Operating expenses	Motor Vehicle and Motor Vehicle Parts and Supplies					39,288	42,119
4232	Operating expenses	Furniture and Home Furnishings					14,703	16,811
4233	Operating expenses	Lumber & Other Construction Materials					24,067	24,629
4234	Operating expenses	Professional and Commercial Equipment and Supplies					54,505	59,555
42343	Operating expenses	Computer and Computer Peripheral Equipment and Software					18,676	23,532
4235	Operating expenses	Metals and Minerals, ex. Petroleum					19,355	19,058
4236	Operating expenses	Electrical Goods					46,130	50,794
4237	Operating expenses	Hardware, and Plumbing and Heating Equipment and Supplies					23,565	21,387
4238	Operating expenses	Machinery, Equipment, and Supplies					59,178	65,601
4239	Operating expenses	Miscellaneous Durable Goods					34,575	38,832
<b>424</b>	<b>Operating expenses</b>	<b>Nondurable goods</b>					<b>187,292</b>	<b>215,297</b>
4241	Operating expenses	Paper and Paper Products					15,878	16,076
4242	Operating expenses	Drugs and Druggists' Sundries					17,328	17,836
4243	Operating expenses	Apparel, Piece Goods, and Notions					24,445	26,438
4244	Operating expenses	Groceries and Related Products					49,359	60,513
4245	Operating Expenses	Farm Product Raw Materials					9,809	10,764
4246	Operating expenses	Chemicals and Allied Products					14,459	17,042
4247	Operating expenses	Petroleum and Petroleum Products					11,712	14,206
4248	Operating expenses	Beer, Wine, and Distilled Alcoholic Beverages					17,598	18,824
4249	Operating expenses	Miscellaneous Nondurable Goods					26,704	33,599
<b>42</b>	<b>Operating expenses as a percent of sales</b>	<b>U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices</b>					<b>13.0</b>	<b>13.3</b>
<b>423</b>	<b>Operating expenses as a percent of sales</b>	<b>Durable goods</b>					<b>16.3</b>	<b>17.0</b>
4231	Operating expenses as a percent of sales	Motor Vehicle and Motor Vehicle Parts and Supplies					12.1	13.0
4232	Operating expenses as a percent of sales	Furniture and Home Furnishings					22.3	25.6
4233	Operating expenses as a percent of sales	Lumber & Other Construction Materials					16.6	19.1
4234	Operating expenses as a percent of sales	Professional and Commercial Equipment and Supplies					16.8	17.3
42343	Operating expenses as a percent of sales	Computer and Computer Peripheral Equipment and Software					11.5	13.4
4235	Operating expenses as a percent of sales	Metals and Minerals, ex. Petroleum					12.4	11.7
4236	Operating expenses as a percent of sales	Electrical Goods					15.7	16.3
4237	Operating expenses as a percent of sales	Hardware, and Plumbing and Heating Equipment and Supplies					26.0	24.1
4238	Operating expenses as a percent of sales	Machinery, Equipment, and Supplies					18.9	19.9
4239	Operating expenses as a percent of sales	Miscellaneous Durable Goods					16.1	16.2
<b>424</b>	<b>Operating expenses as a percent of sales</b>	<b>Nondurable goods</b>					<b>9.6</b>	<b>10.0</b>
4241	Operating expenses as a percent of sales	Paper and Paper Products					17.5	17.3
4242	Operating expenses as a percent of sales	Drugs and Druggists' Sundries					5.0	5.0
4243	Operating expenses as a percent of sales	Apparel, Piece Goods, and Notions					20.8	22.0
4244	Operating expenses as a percent of sales	Groceries and Related Products					11.0	12.1
4245	Operating expenses as a percent of sales	Farm Product Raw Materials					7.5	6.3
4246	Operating expenses as a percent of sales	Chemicals and Allied Products					16.1	17.9
4247	Operating expenses as a percent of sales	Petroleum and Petroleum Products					2.7	2.9
4248	Operating expenses as a percent of sales	Beer, Wine, and Distilled Alcoholic Beverages					18.2	18.7
4249	Operating expenses as a percent of sales	Miscellaneous Nondurable Goods					13.1	15.3

**Table 5. Estimated Annual Operating Expenses and Operating Expenses as a Percent of Sales for U.S. Merchant Wholesalers: 2002 through 2007 -- cont.**

[Operating expenses are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey and the Business Expense Supplement from the 2007 Annual Wholesale Trade Survey. All estimates have been adjusted using the results of the 2002 Economic Census.]

2002 NAICS CODE	Data Item	Kind of Business	2002 <sup>1</sup>	2003 <sup>1</sup>	2004 <sup>1</sup>	2005 <sup>1</sup>	2006 <sup>1</sup>	2007
<b>42</b>	<b>Operating expenses</b>	<b>Manufacturers' Sales Branches and Offices</b>	<b>110,431</b>	<b>116,737</b>	<b>125,985</b>	<b>136,586</b>	<b>143,185</b>	<b>148,917</b>
<b>423</b>	<b>Operating expenses</b>	<b>Durable goods</b>	<b>57,019</b>	<b>59,646</b>	<b>65,158</b>	<b>69,889</b>	<b>79,122</b>	<b>84,224</b>
4231	Operating expenses	Motor Vehicle and Motor Vehicle Parts and Supplies	7,338	8,534	8,676	8,653	13,019	14,279
4232	Operating expenses	Furniture and Home Furnishings	2,442	2,443	2,744	2,717	2,365	2,181
4233	Operating expenses	Lumber & Other Construction Materials	1,937	2,069	2,278	2,552	3,061	2,895
4234	Operating expenses	Professional and Commercial Equipment and Supplies	18,974	18,807	20,201	22,626	26,584	27,051
42343	Operating expenses	Computer and Computer Peripheral Equipment and Software	10,014	9,192	8,655	10,566	13,259	13,039
4235	Operating expenses	Metals and Minerals, ex. Petroleum	1,643	1,689	2,049	2,225	2,214	2,363
4236	Operating expenses	Electrical Goods	12,645	11,518	13,101	13,381	S	S
4237	Operating expenses	Hardware, and Plumbing and Heating Equipment and Supplies	2,304	2,290	2,487	2,892	3,057	3,145
4238	Operating expenses	Machinery, Equipment, and Supplies	9,128	11,079	12,095	13,419	13,192	14,815
4239	Operating expenses	Miscellaneous Durable Goods	S	S	1,527	1,424	1,432	1,434
<b>424</b>	<b>Operating expenses</b>	<b>Nondurable goods</b>	<b>53,412</b>	<b>57,091</b>	<b>60,827</b>	<b>66,697</b>	<b>64,063</b>	<b>64,693</b>
4241	Operating expenses	Paper and Paper Products	6,700	6,715	S	S	5,023	5,090
4242	Operating expenses	Drugs and Druggists' Sundries	17,756	19,573	21,394	22,836	23,653	21,713
4243	Operating expenses	Apparel, Piece Goods, and Notions	980	955	1,054	1,160	1,150	1,236
4244	Operating expenses	Groceries and Related Products	14,484	15,634	16,573	17,077	17,212	18,463
4246	Operating expenses	Chemicals and Allied Products	4,205	4,214	4,583	4,655	5,227	5,153
4247	Operating expenses	Petroleum and Petroleum Products	3,831	4,296	4,412	5,570	5,198	6,036
4248	Operating expenses	Beer, Wine, and Distilled Alcoholic Beverages	1,018	1,029	1,196	1,388	S	1,562
4249	Operating expenses	Miscellaneous Nondurable Goods	4,438	4,675	4,954	5,277	5,139	5,440
<b>42</b>	<b>Operating expenses as a percent of sales</b>	<b>Manufacturers' Sales Branches and Offices</b>	<b>8.4</b>	<b>8.4</b>	<b>8.4</b>	<b>8.6</b>	<b>8.7</b>	<b>9.1</b>
<b>423</b>	<b>Operating expenses as a percent of sales</b>	<b>Durable goods</b>	<b>7.6</b>	<b>7.8</b>	<b>7.8</b>	<b>8.1</b>	<b>8.7</b>	<b>9.5</b>
4231	Operating expenses as a percent of sales	Motor Vehicle and Motor Vehicle Parts and Supplies	2.1	2.4	2.3	2.4	3.5	4.0
4232	Operating expenses as a percent of sales	Furniture and Home Furnishings	13.6	14.3	15.3	14.5	12.6	12.4
4233	Operating expenses as a percent of sales	Lumber & Other Construction Materials	9.5	9.4	9.2	9.3	10.8	10.9
4234	Operating expenses as a percent of sales	Professional and Commercial Equipment and Supplies	14.2	12.6	12.7	13.2	14.0	15.0
42343	Operating expenses as a percent of sales	Computer and Computer Peripheral Equipment and Software	12.2	9.7	8.7	9.5	11.6	12.4
4235	Operating expenses as a percent of sales	Metals and Minerals, ex. Petroleum	4.6	4.5	4.4	4.2	3.8	4.2
4236	Operating expenses as a percent of sales	Electrical Goods	12.7	12.2	12.6	12.5	S	S
4237	Operating expenses as a percent of sales	Hardware, and Plumbing and Heating Equipment and Supplies	16.3	16.1	15.9	16.6	16.7	17.7
4238	Operating expenses as a percent of sales	Machinery, Equipment, and Supplies	13.0	15.1	14.5	14.5	13.1	15.3
4239	Operating expenses as a percent of sales	Miscellaneous Durable Goods	S	S	10.9	10.3	10.2	10.8
<b>424</b>	<b>Operating expenses as a percent of sales</b>	<b>Nondurable goods</b>	<b>9.4</b>	<b>9.3</b>	<b>9.1</b>	<b>9.2</b>	<b>8.7</b>	<b>8.6</b>
4241	Operating expenses as a percent of sales	Paper and Paper Products	16.0	15.9	S	S	10.3	10.7
4242	Operating expenses as a percent of sales	Drugs and Druggists' Sundries	12.6	12.8	12.8	12.9	13.8	14.0
4243	Operating expenses as a percent of sales	Apparel, Piece Goods, and Notions	7.8	8.2	8.6	8.8	8.8	9.8
4244	Operating expenses as a percent of sales	Groceries and Related Products	11.5	11.5	11.6	11.7	11.3	11.7
4246	Operating expenses as a percent of sales	Chemicals and Allied Products	8.8	8.3	8.1	7.9	8.7	8.4
4247	Operating expenses as a percent of sales	Petroleum and Petroleum Products	3.0	2.8	2.5	2.7	2.4	2.6
4248	Operating expenses as a percent of sales	Beer, Wine, and Distilled Alcoholic Beverages	12.2	12.1	12.5	11.9	S	12.8
4249	Operating expenses as a percent of sales	Miscellaneous Nondurable Goods	7.3	8.0	8.2	8.6	8.2	8.4

Notes:

S - Denotes an estimate does not meet publication standards because of high sampling variability or poor response quality. Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau.

There are no manufacturers' sales branches and offices in NAICS code 4245.

Estimates have not been adjusted for price changes. Table 5A provides estimated measures of sampling variability. Additional information on confidentiality protection, sampling error, sample design, and definitions may be found at [http://www.census.gov/wholesale/www/how\\_surveys\\_are\\_collected/index.html](http://www.census.gov/wholesale/www/how_surveys_are_collected/index.html).

Footnotes:

<sup>1</sup> Revised data.

**Table 5.1 Estimated Detailed Operating Expenses of U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices<sup>1</sup> by Kind of Business: 2007**

[Dollar estimates are shown in millions of dollars. Estimates have been adjusted using results of the 2002 Economic Census]

2002 NAICS code	Kind of business	Sales	Operating expenses, total	Total operating expenses as percent of sales	Annual payroll		Employer costs for fringe benefits		Contract labor costs, including temporary help		Expensed equipment	
					Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
<b>42</b>	<b>U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices .....</b>	<b>4,150,455</b>	<b>554,083</b>	<b>13.3</b>	<b>247,380</b>	<b>44.6</b>	<b>46,975</b>	<b>8.5</b>	<b>8,026</b>	<b>1.4</b>	<b>2,815</b>	<b>0.5</b>
<b>423</b>	<b>Durable goods .....</b>	<b>1,997,552</b>	<b>338,785</b>	<b>17.0</b>	<b>153,227</b>	<b>45.2</b>	<b>28,963</b>	<b>8.5</b>	<b>4,519</b>	<b>1.3</b>	<b>2,039</b>	<b>0.6</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies.....	324,957	42,119	13.0	15,586	37.0	3,136	7.4	792	1.9	157	0.4
4232	Furniture and Home Furnishings .....	65,548	16,811	25.6	7,020	41.8	1,142	6.8	326	1.9	77	0.5
4233	Lumber & Other Construction Materials .....	129,267	24,629	19.1	11,265	45.7	2,286	9.3	286	1.2	148	0.6
4234	Professional and Commercial Equipment and Supplies .....	344,740	59,555	17.3	28,478	47.8	4,805	8.1	653	1.1	567	1.0
42343	Computer and Computer Peripheral Equipment and Software .....	175,143	23,532	13.4	11,792	50.1	1,638	7.0	317	1.3	109	0.5
4235	Metals and Minerals, ex. Petroleum .....	162,289	19,058	11.7	8,541	44.8	1,788	9.4	291	1.5	86	0.5
4236	Electrical Goods .....	311,441	50,794	16.3	24,389	48.0	4,560	9.0	814	1.6	305	0.6
4237	Hardware, and Plumbing and Heating Equipment and Supplies .....	88,890	21,387	24.1	10,243	47.9	1,940	9.1	194	0.9	98	0.5
4238	Machinery, Equipment, and Supplies .....	329,983	65,601	19.9	33,293	50.8	6,724	10.2	580	0.9	333	0.5
4239	Miscellaneous Durable Goods .....	240,437	38,832	16.2	14,413	37.1	2,583	6.7	584	1.5	266	0.7
<b>424</b>	<b>Nondurable Goods .....</b>	<b>2,152,903</b>	<b>215,297</b>	<b>10.0</b>	<b>94,153</b>	<b>43.7</b>	<b>18,012</b>	<b>8.4</b>	<b>3,507</b>	<b>1.6</b>	<b>776</b>	<b>0.4</b>
4241	Paper and Paper Products .....	92,809	16,076	17.3	7,889	49.1	1,388	8.6	182	1.1	95	0.6
4242	Drugs and Druggists' Sundries .....	358,632	17,836	5.0	6,812	38.2	S	S	S	S	S	S
4243	Apparel, Piece Goods, and Notions .....	120,315	26,438	22.0	10,316	39.0	1,856	7.0	436	1.6	70	0.3
4244	Groceries and Related products .....	501,127	60,513	12.1	28,023	46.3	5,536	9.1	1,220	2.0	169	0.3
4245	Farm Product Raw Materials .....	171,962	10,764	6.3	3,862	35.9	858	8.0	128	1.2	35	0.3
4246	Chemicals and Allied Products .....	95,126	17,042	17.9	7,615	44.7	S	S	146	0.9	92	0.5
4247	Petroleum and Petroleum Products .....	491,834	14,206	2.9	5,599	39.4	796	5.6	S	S	48	0.3
4248	Beer, Wine, and Distilled Alcoholic Beverages .....	100,894	18,824	18.7	9,441	50.2	2,076	11.0	121	0.6	53	0.3
4249	Miscellaneous Nondurable Goods .....	220,204	33,599	15.3	14,595	43.4	S	S	584	1.7	142	0.4

<sup>1</sup> Estimates include data only for businesses with paid employees.

<sup>2</sup> Other operating expenses exclude purchase of merchandise for resale; bad debt; capitalized expenses; interest expense; and income, sales, and excise taxes.

D Estimate in table is withheld to avoid disclosing data of individual companies; data are included in higher-level totals.

S Estimate does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%). Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau. For a description of publication standards and the total quantity response rate, see [http://www.census.gov/quality/S20-0\\_v1.0\\_Data\\_Release.pdf](http://www.census.gov/quality/S20-0_v1.0_Data_Release.pdf).

Z Estimate is less than 0.05

Source of expenses data: 2007 Business Expenses Supplement to the Annual Wholesale Trade Survey.

Notes:

Table 5.1A provides associated estimated measures of sampling variability.

Estimates have not been adjusted for price changes. Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions can be found on the Internet at [http://www.census.gov/wholesale/www/how\\_surveys\\_are\\_collected/index.html](http://www.census.gov/wholesale/www/how_surveys_are_collected/index.html).

The 2002 revision of NAICS redefined merchant wholesale to include manufacturers' sales branches and offices.

Estimates for detailed expenses may not add to the associated total due to rounding.

**Table 5.1 Estimated Detailed Operating Expenses of U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices<sup>1</sup> by Kind of Business: 2007-- cont.**

[Dollar estimates are shown in millions of dollars. Estimates have been adjusted using results of the 2002 Economic Census]

2002 NAICS code	Kind of business	Purchases of packaging materials and containers		Purchases of other materials, parts, and supplies (not for resale)		Expensed purchases of software		Data processing and other purchased computer services		Commission expense	
		Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
<b>42</b>	<b>U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices .....</b>	<b>5,184</b>	<b>0.9</b>	<b>11,806</b>	<b>2.1</b>	<b>1,839</b>	<b>0.3</b>	<b>2,222</b>	<b>0.4</b>	<b>13,006</b>	<b>2.3</b>
<b>423</b>	<b>Durable goods .....</b>	<b>2,469</b>	<b>0.7</b>	<b>6,247</b>	<b>1.8</b>	<b>1,258</b>	<b>0.4</b>	<b>1,475</b>	<b>0.4</b>	<b>8,159</b>	<b>2.4</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies.....	219	0.5	590	1.4	166	0.4	321	0.8	S	S
4232	Furniture and Home Furnishings .....	205	1.2	294	1.7	44	0.3	66	0.4	760	4.5
4233	Lumber & Other Construction Materials .....	202	0.8	708	2.9	66	0.3	74	0.3	285	1.2
4234	Professional and Commercial Equipment and Supplies .....	S	S	797	1.3	238	0.4	248	0.4	1,754	2.9
42343	Computer and Computer Peripheral Equipment and Software .....	S	S	259	1.1	101	0.4	S	S	660	2.8
4235	Metals and Minerals, ex. Petroleum .....	236	1.2	620	3.3	53	0.3	55	0.3	279	1.5
4236	Electrical Goods .....	305	0.6	587	1.2	322	0.6	244	0.5	1,315	2.6
4237	Hardware, and Plumbing and Heating Equipment and Supplies .....	191	0.9	369	1.7	96	0.4	76	0.4	S	S
4238	Machinery, Equipment, and Supplies .....	395	0.6	1,338	2.0	181	0.3	279	0.4	1,228	1.9
4239	Miscellaneous Durable Goods .....	266	0.7	944	2.4	93	0.2	111	0.3	1,089	2.8
<b>424</b>	<b>Nondurable Goods .....</b>	<b>2,714</b>	<b>1.3</b>	<b>5,558</b>	<b>2.6</b>	<b>581</b>	<b>0.3</b>	<b>748</b>	<b>0.3</b>	<b>4,846</b>	<b>2.3</b>
4241	Paper and Paper Products .....	234	1.5	223	1.4	58	0.4	41	0.3	327	2.0
4242	Drugs and Druggists' Sundries .....	S	S	S	S	S	S	S	S	S	S
4243	Apparel, Piece Goods, and Notions .....	314	1.2	275	1.0	77	0.3	134	0.5	1,050	4.0
4244	Groceries and Related products .....	981	1.6	2,264	3.7	116	0.2	254	0.4	847	1.4
4245	Farm Product Raw Materials .....	101	0.9	218	2.0	18	0.2	27	0.2	209	1.9
4246	Chemicals and Allied Products .....	184	1.1	469	2.8	52	0.3	55	0.3	324	1.9
4247	Petroleum and Petroleum Products .....	52	0.4	616	4.3	S	S	33	0.2	485	3.4
4248	Beer, Wine, and Distilled Alcoholic Beverages .....	51	0.3	421	2.2	50	0.3	32	0.2	113	0.6
4249	Miscellaneous Nondurable Goods .....	594	1.8	833	2.5	103	0.3	105	0.3	739	2.2

<sup>1</sup> Estimates include data only for businesses with paid employees.

<sup>2</sup> Other operating expenses exclude purchase of merchandise for resale; bad debt; capitalized expenses; interest expense; and income, sales, and excise taxes.

D Estimate in table is withheld to avoid disclosing data of individual companies; data are included in higher-level totals.

S Estimate does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%). Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau. For a description of publication standards and the total quantity response rate, see [http://www.census.gov/quality/S20-0\\_v1.0\\_Data\\_Release.pdf](http://www.census.gov/quality/S20-0_v1.0_Data_Release.pdf).

Z Estimate is less than 0.05

Source of expenses data: 2007 Business Expenses Supplement to the Annual Wholesale Trade Survey.

Notes:

Table 5.1A provides associated estimated measures of sampling variability.

Estimates have not been adjusted for price changes. Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions can be found on the Internet at [http://www.census.gov/wholesale/www/how\\_surveys\\_are\\_collected/index.html](http://www.census.gov/wholesale/www/how_surveys_are_collected/index.html).

The 2002 revision of NAICS redefined merchant wholesale to include manufacturers' sales branches and offices.

Estimates for detailed expenses may not add to the associated total due to rounding.

**Table 5.1 Estimated Detailed Operating Expenses of U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices<sup>1</sup> by Kind of Business: 2007-- cont.**

[Dollar estimates are shown in millions of dollars. Estimates have been adjusted using results of the 2002 Economic Census]

2002 NAICS code	Kind of business	Purchased communication services		Purchased repairs and maintenance to machinery and equipment		Purchased repairs and maintenance to buildings, structures, and offices		Lease and rental payments for machinery and equipment		Lease and rental payments for buildings, offices, stores	
		Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
<b>42</b>	<b>U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices .....</b>	<b>5,801</b>	<b>1.0</b>	<b>7,209</b>	<b>1.3</b>	<b>3,191</b>	<b>0.6</b>	<b>5,698</b>	<b>1.0</b>	<b>23,706</b>	<b>4.3</b>
<b>423</b>	<b>Durable goods .....</b>	<b>3,960</b>	<b>1.2</b>	<b>3,726</b>	<b>1.1</b>	<b>1,924</b>	<b>0.6</b>	<b>2,736</b>	<b>0.8</b>	<b>15,171</b>	<b>4.5</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies.....	377	0.9	347	0.8	185	0.4	199	0.5	1,641	3.9
4232	Furniture and Home Furnishings .....	166	1.0	95	0.6	68	0.4	167	1.0	1,278	7.6
4233	Lumber & Other Construction Materials .....	286	1.2	517	2.1	157	0.6	408	1.7	1,451	5.9
4234	Professional and Commercial Equipment and Supplies .....	785	1.3	280	0.5	387	0.7	277	0.5	2,234	3.8
42343	Computer and Computer Peripheral Equipment and Software .....	351	1.5	77	0.3	51	0.2	80	0.3	826	3.5
4235	Metals and Minerals, ex. Petroleum .....	176	0.9	345	1.8	109	0.6	328	1.7	723	3.8
4236	Electrical Goods .....	719	1.4	370	0.7	259	0.5	316	0.6	1,970	3.9
4237	Hardware, and Plumbing and Heating Equipment and Supplies .....	287	1.3	223	1.0	130	0.6	240	1.1	1,191	5.6
4238	Machinery, Equipment, and Supplies .....	818	1.2	773	1.2	468	0.7	499	0.8	2,689	4.1
4239	Miscellaneous Durable Goods .....	346	0.9	775	2.0	162	0.4	302	0.8	1,996	5.1
<b>424</b>	<b>Nondurable Goods .....</b>	<b>1,841</b>	<b>0.9</b>	<b>3,484</b>	<b>1.6</b>	<b>1,266</b>	<b>0.6</b>	<b>2,962</b>	<b>1.4</b>	<b>8,535</b>	<b>4.0</b>
4241	Paper and Paper Products .....	159	1.0	138	0.9	81	0.5	263	1.6	828	5.1
4242	Drugs and Druggists' Sundries .....	S	S	111	0.6	S	S	S	S	610	3.4
4243	Apparel, Piece Goods, and Notions .....	194	0.7	100	0.4	66	0.2	90	0.3	1,310	5.0
4244	Groceries and Related products .....	473	0.8	1,179	1.9	457	0.8	1,026	1.7	2,189	3.6
4245	Farm Product Raw Materials .....	93	0.9	426	4.0	149	1.4	163	1.5	184	1.7
4246	Chemicals and Allied Products .....	187	1.1	267	1.6	S	S	238	1.4	593	3.5
4247	Petroleum and Petroleum Products .....	135	0.9	461	3.2	115	0.8	373	2.6	638	4.5
4248	Beer, Wine, and Distilled Alcoholic Beverages .....	140	0.7	343	1.8	91	0.5	250	1.3	645	3.4
4249	Miscellaneous Nondurable Goods .....	319	1.0	460	1.4	116	0.3	439	1.3	1,537	4.6

<sup>1</sup> Estimates include data only for businesses with paid employees.

<sup>2</sup> Other operating expenses exclude purchase of merchandise for resale; bad debt; capitalized expenses; interest expense; and income, sales, and excise taxes.

D Estimate in table is withheld to avoid disclosing data of individual companies; data are included in higher-level totals.

S Estimate does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%). Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau. For a description of publication standards and the total quantity response rate, see [http://www.census.gov/quality/S20-0\\_v1.0\\_Data\\_Release.pdf](http://www.census.gov/quality/S20-0_v1.0_Data_Release.pdf).

Z Estimate is less than 0.05

Source of expenses data: 2007 Business Expenses Supplement to the Annual Wholesale Trade Survey.

Notes:

Table 5.1A provides associated estimated measures of sampling variability.

Estimates have not been adjusted for price changes. Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions can be found on the Internet at [http://www.census.gov/wholesale/www/how\\_surveys\\_are\\_collected/index.html](http://www.census.gov/wholesale/www/how_surveys_are_collected/index.html).

The 2002 revision of NAICS redefined merchant wholesale to include manufacturers' sales branches and offices.

Estimates for detailed expenses may not add to the associated total due to rounding.

**Table 5.1 Estimated Detailed Operating Expenses of U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices<sup>1</sup> by Kind of Business: 2007-- cont.**

[Dollar estimates are shown in millions of dollars. Estimates have been adjusted using results of the 2002 Economic Census]

2002 NAICS code	Kind of business	Purchased electricity		Purchased fuels (except motor fuels)		Water, sewer, refuse removal, and other utility payments		Purchased transportation, shipping and warehousing services		Purchased advertising and promotional services	
		Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
<b>42</b>	<b>U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices .....</b>	<b>5,708</b>	<b>1.0</b>	<b>2,446</b>	<b>0.4</b>	<b>1,425</b>	<b>0.3</b>	<b>27,772</b>	<b>5.0</b>	<b>22,417</b>	<b>4.0</b>
<b>423</b>	<b>Durable goods .....</b>	<b>2,903</b>	<b>0.9</b>	<b>1,254</b>	<b>0.4</b>	<b>918</b>	<b>0.3</b>	<b>16,330</b>	<b>4.8</b>	<b>15,425</b>	<b>4.6</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies.....	316	0.8	103	0.2	74	0.2	1,590	3.8	6,030	14.3
4232	Furniture and Home Furnishings .....	140	0.8	47	0.3	36	0.2	743	4.4	505	3.0
4233	Lumber & Other Construction Materials .....	303	1.2	226	0.9	104	0.4	1,251	5.1	391	1.6
4234	Professional and Commercial Equipment and Supplies .....	295	0.5	116	0.2	65	0.1	2,752	4.6	2,709	4.5
42343	Computer and Computer Peripheral Equipment and Software .....	77	0.3	S	S	12	Z	974	4.1	1,144	4.9
4235	Metals and Minerals, ex. Petroleum .....	231	1.2	109	0.6	53	0.3	1,402	7.4	203	1.1
4236	Electrical Goods .....	406	0.8	100	0.2	66	0.1	2,264	4.5	1,721	3.4
4237	Hardware, and Plumbing and Heating Equipment and Supplies .....	255	1.2	99	0.5	55	0.3	938	4.4	528	2.5
4238	Machinery, Equipment, and Supplies .....	591	0.9	223	0.3	113	0.2	2,477	3.8	1,227	1.9
4239	Miscellaneous Durable Goods .....	366	0.9	232	0.6	352	0.9	2,914	7.5	2,113	5.4
<b>424</b>	<b>Nondurable Goods .....</b>	<b>2,804</b>	<b>1.3</b>	<b>1,192</b>	<b>0.6</b>	<b>507</b>	<b>0.2</b>	<b>11,442</b>	<b>5.3</b>	<b>6,992</b>	<b>3.2</b>
4241	Paper and Paper Products .....	129	0.8	42	0.3	27	0.2	709	4.4	358	2.2
4242	Drugs and Druggists' Sundries .....	S	S	S	S	S	S	1,137	6.4	S	S
4243	Apparel, Piece Goods, and Notions .....	171	0.6	30	0.1	33	0.1	1,370	5.2	2,075	7.8
4244	Groceries and Related products .....	1,062	1.8	326	0.5	211	0.3	3,124	5.2	1,008	1.7
4245	Farm Product Raw Materials .....	270	2.5	230	2.1	24	0.2	S	S	87	0.8
4246	Chemicals and Allied Products .....	199	1.2	145	0.8	56	0.3	1,062	6.2	222	1.3
4247	Petroleum and Petroleum Products .....	238	1.7	128	0.9	28	0.2	671	4.7	75	0.5
4248	Beer, Wine, and Distilled Alcoholic Beverages .....	175	0.9	84	0.4	24	0.1	393	2.1	1,161	6.2
4249	Miscellaneous Nondurable Goods .....	427	1.3	189	0.6	75	0.2	S	S	780	2.3

<sup>1</sup> Estimates include data only for businesses with paid employees.

<sup>2</sup> Other operating expenses exclude purchase of merchandise for resale; bad debt; capitalized expenses; interest expense; and income, sales, and excise taxes.

D Estimate in table is withheld to avoid disclosing data of individual companies; data are included in higher-level totals.

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Z Estimate is less than 0.05

Source of expenses data: 2007 Business Expenses Supplement to the Annual Wholesale Trade Survey.

Notes:

Table 5.1A provides associated estimated measures of sampling variability.

Estimates have not been adjusted for price changes. Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions can be found on the Internet at [http://www.census.gov/wholesale/www/how\\_surveys\\_are\\_collected/index.html](http://www.census.gov/wholesale/www/how_surveys_are_collected/index.html).

The 2002 revision of NAICS redefined merchant wholesale to include manufacturers' sales branches and offices.

Estimates for detailed expenses may not add to the associated total due to rounding.

**Table 5.1 Estimated Detailed Operating Expenses of U.S. Merchant Wholesalers, Except  
Manufacturers' Sales Branches and Offices<sup>1</sup> by Kind of Business: 2007-- cont.**

[Dollar estimates are shown in millions of dollars. Estimates have been adjusted using results of the 2002 Economic Census]

2002 NAICS code	Kind of business	Purchased professional and technical services		Depreciation and amortization charges		Taxes and license fees		Other operating expenses <sup>2</sup>	
		Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
<b>42</b>	<b>U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices .....</b>	<b>15,120</b>	<b>2.7</b>	<b>23,164</b>	<b>4.2</b>	<b>7,867</b>	<b>1.4</b>	<b>63,441</b>	<b>11.4</b>
<b>423</b>	<b>Durable goods .....</b>	<b>9,757</b>	<b>2.9</b>	<b>12,964</b>	<b>3.8</b>	<b>4,625</b>	<b>1.4</b>	<b>38,802</b>	<b>11.5</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies.....	1,232	2.9	1,818	4.3	707	1.7	S	S
4232	Furniture and Home Furnishings .....	409	2.4	523	3.1	203	1.2	2,507	14.9
4233	Lumber & Other Construction Materials .....	356	1.4	915	3.7	384	1.6	2,562	10.4
4234	Professional and Commercial Equipment and Supplies .....	2,750	4.6	2,190	3.7	478	0.8	S	S
42343	Computer and Computer Peripheral Equipment and Software .....	1,424	6.1	906	3.9	154	0.7	S	S
4235	Metals and Minerals, ex. Petroleum .....	440	2.3	758	4.0	353	1.9	1,878	9.9
4236	Electrical Goods .....	1,696	3.3	1,976	3.9	643	1.3	5,467	10.8
4237	Hardware, and Plumbing and Heating Equipment and Supplies .....	431	2.0	607	2.8	321	1.5	2,230	10.4
4238	Machinery, Equipment, and Supplies .....	1,422	2.2	2,493	3.8	929	1.4	6,531	10.0
4239	Miscellaneous Durable Goods .....	1,020	2.6	1,685	4.3	608	1.6	5,622	14.5
<b>424</b>	<b>Nondurable Goods .....</b>	<b>5,363</b>	<b>2.5</b>	<b>10,200</b>	<b>4.7</b>	<b>3,242</b>	<b>1.5</b>	<b>24,638</b>	<b>11.4</b>
4241	Paper and Paper Products .....	286	1.8	551	3.4	224	1.4	1,892	11.8
4242	Drugs and Druggists' Sundries .....	S	S	389	2.2	S	S	S	S
4243	Apparel, Piece Goods, and Notions .....	976	3.7	927	3.5	277	1.0	4,290	16.2
4244	Groceries and Related products .....	1,078	1.8	2,783	4.6	986	1.6	5,209	8.6
4245	Farm Product Raw Materials .....	270	2.5	964	9.0	236	2.2	S	S
4246	Chemicals and Allied Products .....	424	2.5	834	4.9	259	1.5	S	S
4247	Petroleum and Petroleum Products .....	278	2.0	1,360	9.6	308	2.2	1,626	11.4
4248	Beer, Wine, and Distilled Alcoholic Beverages .....	332	1.8	729	3.9	319	1.7	1,780	9.5
4249	Miscellaneous Nondurable Goods .....	878	2.6	1,662	4.9	387	1.2	S	S

<sup>1</sup> Estimates include data only for businesses with paid employees.

<sup>2</sup> Other operating expenses exclude purchase of merchandise for resale; bad debt; capitalized expenses; interest expense; and income, sales, and excise taxes.

D Estimate in table is withheld to avoid disclosing data of individual companies; data are included in higher-level totals.

S Estimate does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%). Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau. For a description of publication standards and the total quantity response rate, see [http://www.census.gov/quality/S20-0\\_v1.0\\_Data\\_Release.pdf](http://www.census.gov/quality/S20-0_v1.0_Data_Release.pdf).

Z Estimate is less than 0.05

Source of expenses data: 2007 Business Expenses Supplement to the Annual Wholesale Trade Survey.

**Notes:**

Table 5.1A provides associated estimated measures of sampling variability.

Estimates have not been adjusted for price changes. Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions can be found on the Internet at [http://www.census.gov/wholesale/www/how\\_surveys\\_are\\_collected/index.html](http://www.census.gov/wholesale/www/how_surveys_are_collected/index.html).

The 2002 revision of NAICS redefined merchant wholesale to include manufacturers' sales branches and offices.

Estimates for detailed expenses may not add to the associated total due to rounding.

**Table 6. Estimated Sales and Commissions of Electronic Markets, Agents, Brokers, and Commission Merchants for the United States: 2004 through 2007**

[Estimates are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. Estimates have **not** been adjusted using the results of the 2002 Economic Census.]

<b>2002 NAICS CODE</b>	<b>Data Item</b>	<b>2004<sup>1</sup></b>	<b>2005<sup>1</sup></b>	<b>2006<sup>1</sup></b>	<b>2007</b>
<b>4251</b>	<b>Total sales</b>	<b>532,479</b>	<b>557,962</b>	<b>612,837</b>	<b>689,462</b>
4251	Sales on own account	8,386	9,127	9,642	12,371
4251	Sales made on the account of others	524,093	548,835	603,195	677,091
<b>4251</b>	<b>Commissions received for sales made on the account of others</b>				
4251	Amount	19,540	21,071	22,953	26,217
4251	As a percent of sales on the account of others	3.7	3.8	3.8	3.9
<b>4251</b>	<b>Operating Expenses</b>				
4251	Amount	15,148	15,734	18,413	20,008
4251	As a percent of total sales	2.8	2.8	3.0	2.9

**Notes:**

Estimates have not been adjusted for price changes. Table 6A provides estimated measures of sampling variability. Additional information on confidentiality protection, sampling error, sample design, and definitions may be found at [http://www.census.gov/wholesale/www/how\\_surveys\\_are\\_collected/index.html](http://www.census.gov/wholesale/www/how_surveys_are_collected/index.html).

**Footnotes:**

<sup>1</sup> Revised data.

**Table 7. Estimated Inventories of U.S. Merchant Wholesalers Held Inside and Outside the United States: 2005 through 2007**

[Estimates are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. All estimates have been adjusted using the results of the 2002 Economic Census.]

2002 NAICS CODE	Kind of Business (sub-parts indicated by one or more leading dots)	2007				
		Total Inventories	Inventories Held Inside the United States		Inventories Held Outside the United States	
			Value	As Percent of Total Inventories	Value	As Percent of Total Inventories
<b>42</b>	<b>U.S. Merchant Wholesalers</b>	<b>511,867</b>	<b>492,497</b>	<b>96.2</b>	<b>19,370</b>	<b>3.8</b>
<b>423</b>	<b>Durable goods</b>	<b>300,552</b>	<b>287,335</b>	<b>95.6</b>	<b>13,217</b>	<b>4.4</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	52,054	46,827	90.0	5,227	10.0
4232	Furniture and Home Furnishings	8,830	8,533	96.6	297	3.4
4233	Lumber & Other Construction Materials	16,760	16,523	98.6	237	1.4
4234	Professional and Commercial Equipment and Supplies	41,449	40,027	96.6	1,422	3.4
42343	Computer and Computer Peripheral Equipment and Software	13,323	12,560	94.3	763	5.7
4235	Metals and Minerals, ex. Petroleum	28,605	27,317	95.5	1,288	4.5
4236	Electrical Goods	37,923	35,662	94.0	2,261	6.0
4237	Hardware, and Plumbing and Heating Equipment and Supplies	15,973	15,742	98.6	S	S
4238	Machinery, Equipment, and Supplies	73,745	72,569	98.4	1,176	1.6
4239	Miscellaneous Durable Goods	25,213	24,135	95.7	1,078	4.3
<b>424</b>	<b>Nondurable goods</b>	<b>211,315</b>	<b>205,162</b>	<b>97.1</b>	<b>6,153</b>	<b>2.9</b>
4241	Paper and Paper Products	9,234	9,150	99.1	S	S
4242	Drugs and Druggists' Sundries	47,491	46,549	98.0	942	2.0
4243	Apparel, Piece Goods, and Notions	17,684	16,405	92.8	1,279	7.2
4244	Groceries and Related Products	35,563	34,386	96.7	S	S
4245	Farm Product Raw Materials	28,008	27,834	99.4	S	S
4246	Chemicals and Allied Products	13,772	13,552	98.4	220	1.6
4247	Petroleum and Petroleum Products	24,604	D	D	D	D
4248	Beer, Wine, and Distilled Alcoholic Beverages	10,066	D	D	D	D
4249	Miscellaneous Nondurable Goods	24,893	24,650	99.0	243	1.0
<b>42</b>	<b>U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices</b>	<b>418,759</b>	<b>402,476</b>	<b>96.1</b>	<b>16,283</b>	<b>3.9</b>
<b>423</b>	<b>Durable goods</b>	<b>251,548</b>	<b>239,910</b>	<b>95.4</b>	<b>11,638</b>	<b>4.6</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	39,442	34,750	88.1	4,692	11.9
4232	Furniture and Home Furnishings	7,739	7,481	96.7	258	3.3
4233	Lumber & Other Construction Materials	14,018	13,816	98.6	202	1.4
4234	Professional and Commercial Equipment and Supplies	30,845	29,658	96.2	1,187	3.8
42343	Computer and Computer Peripheral Equipment and Software	10,516	9,929	94.4	587	5.6
4235	Metals and Minerals, ex. Petroleum	23,916	22,877	95.7	1,039	4.3
4236	Electrical Goods	32,782	30,693	93.6	2,089	6.4
4237	Hardware, and Plumbing and Heating Equipment and Supplies	14,511	14,295	98.5	S	S
4238	Machinery, Equipment, and Supplies	64,104	63,133	98.5	971	1.5
4239	Miscellaneous Durable Goods	24,191	23,207	95.9	984	4.1
<b>424</b>	<b>Nondurable goods</b>	<b>167,211</b>	<b>162,566</b>	<b>97.2</b>	<b>4,645</b>	<b>2.8</b>
4241	Paper and Paper Products	7,046	6,973	99.0	S	S
4242	Drugs and Druggists' Sundries	33,614	33,361	99.2	253	0.8
4243	Apparel, Piece Goods, and Notions	15,760	14,705	93.3	1,055	6.7
4244	Groceries and Related Products	27,524	26,523	96.4	S	S
4245	Farm Product Raw Materials	28,008	27,834	99.4	S	S
4246	Chemicals and Allied Products	9,094	8,908	98.0	186	2.0
4247	Petroleum and Petroleum Products	15,933	14,325	89.9	1,608	10.1
4248	Beer, Wine, and Distilled Alcoholic Beverages	9,566	9,454	98.8	112	1.2
4249	Miscellaneous Nondurable Goods	20,666	20,483	99.1	S	S
<b>42</b>	<b>U.S. Manufacturers' Sales Branches and Offices</b>	<b>93,108</b>	<b>90,021</b>	<b>96.7</b>	<b>3,087</b>	<b>3.3</b>
<b>423</b>	<b>Durable goods</b>	<b>49,004</b>	<b>47,425</b>	<b>96.8</b>	<b>1,579</b>	<b>3.2</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	12,612	12,077	95.8	535	4.2
4232	Furniture and Home Furnishings	1,091	1,052	96.4	39	3.6
4233	Lumber & Other Construction Materials	2,742	2,707	98.7	35	1.3
4234	Professional and Commercial Equipment and Supplies	10,604	10,369	97.8	235	2.2
42343	Computer and Computer Peripheral Equipment and Software	2,807	2,631	93.7	176	6.3
4235	Metals and Minerals, ex. Petroleum	4,689	4,440	94.7	S	S
4236	Electrical Goods	5,141	4,969	96.7	S	S
4237	Hardware, and Plumbing and Heating Equipment and Supplies	1,462	1,447	99.0	15	1.0
4238	Machinery, Equipment, and Supplies	9,641	9,436	97.9	S	S
4239	Miscellaneous Durable Goods	1,022	928	90.8	94	9.2
<b>424</b>	<b>Nondurable goods</b>	<b>44,104</b>	<b>42,596</b>	<b>96.6</b>	<b>1,508</b>	<b>3.4</b>
4241	Paper and Paper Products	2,188	2,177	99.5	11	0.5
4242	Drugs and Druggists' Sundries	13,877	13,188	95.0	689	5.0
4243	Apparel, Piece Goods, and Notions	1,924	1,700	88.4	224	11.6
4244	Groceries and Related Products	8,039	7,863	97.8	S	S
4246	Chemicals and Allied Products	4,678	4,644	99.3	34	0.7
4247	Petroleum and Petroleum Products	8,671	D	D	D	D
4248	Beer, Wine, and Distilled Alcoholic Beverages	500	D	D	D	D
4249	Miscellaneous Nondurable Goods	4,227	4,167	98.6	60	1.4

**Table 7. Estimated Inventories of U.S. Merchant Wholesalers Held Inside and Outside the United States: 2005 through 2007 -- cont.**

[Estimates are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. All estimates have been adjusted using the results of the 2002 Economic Census.]

2002 NAICS CODE	Kind of Business (sub-parts indicated by one or more leading dots)	2006				
		Total Inventories <sup>1</sup>	Inventories Held Inside the United States		Inventories Held Outside the United States	
			Value <sup>1</sup>	As Percent of Total Inventories <sup>1</sup>	Value <sup>1</sup>	As Percent of Total Inventories <sup>1</sup>
<b>42</b>	<b>U.S. Merchant Wholesalers</b>	<b>484,259</b>	<b>466,416</b>	<b>96.3</b>	<b>17,843</b>	<b>3.7</b>
<b>423</b>	<b>Durable goods</b>	<b>294,490</b>	<b>282,066</b>	<b>95.8</b>	<b>12,424</b>	<b>4.2</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	50,624	45,575	90.0	5,049	10.0
4232	Furniture and Home Furnishings	8,777	8,487	96.7	290	3.3
4233	Lumber & Other Construction Materials	17,292	17,022	98.4	270	1.6
4234	Professional and Commercial Equipment and Supplies	40,205	38,686	96.2	1,519	3.8
42343	Computer and Computer Peripheral Equipment and Software	13,190	12,519	94.9	S	S
4235	Metals and Minerals, ex. Petroleum	29,519	28,488	96.5	1,031	3.5
4236	Electrical Goods	36,225	34,160	94.3	2,065	5.7
4237	Hardware, and Plumbing and Heating Equipment and Supplies	15,813	15,578	98.5	S	S
4238	Machinery, Equipment, and Supplies	70,846	69,628	98.3	1,218	1.7
4239	Miscellaneous Durable Goods	25,189	24,442	97.0	747	3.0
<b>424</b>	<b>Nondurable goods</b>	<b>189,769</b>	<b>184,350</b>	<b>97.1</b>	<b>5,419</b>	<b>2.9</b>
4241	Paper and Paper Products	8,962	8,796	98.1	S	S
4242	Drugs and Druggists' Sundries	48,231	47,274	98.0	957	2.0
4243	Apparel, Piece Goods, and Notions	17,459	16,319	93.5	1,140	6.5
4244	Groceries and Related Products	32,665	31,823	97.4	S	S
4245	Farm Product Raw Materials	18,934	18,731	98.9	S	S
4246	Chemicals and Allied Products	12,647	12,411	98.1	236	1.9
4247	Petroleum and Petroleum Products	19,535	D	D	D	D
4248	Beer, Wine, and Distilled Alcoholic Beverages	9,154	9,055	98.9	S	S
4249	Miscellaneous Nondurable Goods	22,182	D	D	D	D
<b>42</b>	<b>U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices</b>	<b>393,839</b>	<b>378,825</b>	<b>96.2</b>	<b>15,014</b>	<b>3.8</b>
<b>423</b>	<b>Durable goods</b>	<b>247,560</b>	<b>236,439</b>	<b>95.5</b>	<b>11,121</b>	<b>4.5</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	38,808	34,319	88.4	4,489	11.6
4232	Furniture and Home Furnishings	7,744	7,477	96.6	267	3.4
4233	Lumber & Other Construction Materials	14,836	14,585	98.3	251	1.7
4234	Professional and Commercial Equipment and Supplies	30,008	28,678	95.6	1,330	4.4
42343	Computer and Computer Peripheral Equipment and Software	10,531	10,007	95.0	S	S
4235	Metals and Minerals, ex. Petroleum	25,310	24,426	96.5	884	3.5
4236	Electrical Goods	31,361	29,414	93.8	1,947	6.2
4237	Hardware, and Plumbing and Heating Equipment and Supplies	14,148	13,928	98.4	S	S
4238	Machinery, Equipment, and Supplies	61,271	60,251	98.3	1,020	1.7
4239	Miscellaneous Durable Goods	24,074	23,361	97.0	713	3.0
<b>424</b>	<b>Nondurable goods</b>	<b>146,279</b>	<b>142,386</b>	<b>97.3</b>	<b>3,893</b>	<b>2.7</b>
4241	Paper and Paper Products	6,762	6,613	97.8	S	S
4242	Drugs and Druggists' Sundries	32,544	32,410	99.6	S	S
4243	Apparel, Piece Goods, and Notions	15,498	14,482	93.4	1,016	6.6
4244	Groceries and Related Products	24,870	24,252	97.5	S	S
4245	Farm Product Raw Materials	18,934	18,731	98.9	S	S
4246	Chemicals and Allied Products	8,163	7,960	97.5	203	2.5
4247	Petroleum and Petroleum Products	12,278	10,940	89.1	1,338	10.9
4248	Beer, Wine, and Distilled Alcoholic Beverages	8,674	8,575	98.9	S	S
4249	Miscellaneous Nondurable Goods	18,556	18,423	99.3	133	0.7
<b>42</b>	<b>U.S. Manufacturers' Sales Branches and Offices</b>	<b>90,420</b>	<b>87,591</b>	<b>96.9</b>	<b>2,829</b>	<b>3.1</b>
<b>423</b>	<b>Durable goods</b>	<b>46,930</b>	<b>45,627</b>	<b>97.2</b>	<b>1,303</b>	<b>2.8</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	11,816	11,256	95.3	560	4.7
4232	Furniture and Home Furnishings	1,033	1,010	97.8	S	S
4233	Lumber & Other Construction Materials	2,456	2,437	99.2	19	0.8
4234	Professional and Commercial Equipment and Supplies	10,197	10,008	98.1	189	1.9
42343	Computer and Computer Peripheral Equipment and Software	2,659	2,512	94.5	147	5.5
4235	Metals and Minerals, ex. Petroleum	4,209	4,062	96.5	S	S
4236	Electrical Goods	4,864	4,746	97.6	118	2.4
4237	Hardware, and Plumbing and Heating Equipment and Supplies	1,665	1,650	99.1	15	0.9
4238	Machinery, Equipment, and Supplies	9,575	9,377	97.9	S	S
4239	Miscellaneous Durable Goods	1,115	1,081	97.0	S	S
<b>424</b>	<b>Nondurable goods</b>	<b>43,490</b>	<b>41,964</b>	<b>96.5</b>	<b>1,526</b>	<b>3.5</b>
4241	Paper and Paper Products	2,200	2,183	99.2	17	0.8
4242	Drugs and Druggists' Sundries	15,687	14,864	94.8	823	5.2
4243	Apparel, Piece Goods, and Notions	1,961	1,837	93.7	S	S
4244	Groceries and Related Products	7,795	7,571	97.1	224	2.9
4246	Chemicals and Allied Products	4,484	4,451	99.3	S	S
4247	Petroleum and Petroleum Products	7,257	D	D	D	D
4248	Beer, Wine, and Distilled Alcoholic Beverages	S	480	100.0	Z	Z
4249	Miscellaneous Nondurable Goods	3,626	D	D	D	D

**Table 7. Estimated Inventories of U.S. Merchant Wholesalers Held Inside and Outside the United States: 2005 through 2007 -- cont.**

[Estimates are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. All estimates have been adjusted using the results of the 2002 Economic Census.]

2002 NAICS CODE	Kind of Business (sub-parts indicated by one or more leading dots)	2005				
		Total Inventories <sup>1</sup>	Inventories Held Inside the United States		Inventories Held Outside the United States	
			Value <sup>1</sup>	As Percent of Total Inventories <sup>1</sup>	Value <sup>1</sup>	As Percent of Total Inventories <sup>1</sup>
<b>42</b>	<b>U.S. Merchant Wholesalers</b>	<b>450,648</b>	<b>435,567</b>	<b>96.7</b>	<b>15,081</b>	<b>3.3</b>
<b>423</b>	<b>Durable goods</b>	<b>273,598</b>	<b>262,898</b>	<b>96.1</b>	<b>10,700</b>	<b>3.9</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	50,322	46,162	91.7	4,160	8.3
4232	Furniture and Home Furnishings	8,212	7,978	97.2	234	2.8
4233	Lumber & Other Construction Materials	16,821	16,478	98.0	343	2.0
4234	Professional and Commercial Equipment and Supplies	36,541	34,852	95.4	1,689	4.6
42343	Computer and Computer Peripheral Equipment and Software	12,723	11,959	94.0	764	6.0
4235	Metals and Minerals, ex. Petroleum	23,723	23,020	97.0	703	3.0
4236	Electrical Goods	32,829	31,041	94.6	1,788	5.4
4237	Hardware, and Plumbing and Heating Equipment and Supplies	14,504	14,381	99.2	123	0.8
4238	Machinery, Equipment, and Supplies	65,487	64,600	98.6	887	1.4
4239	Miscellaneous Durable Goods	25,159	24,386	96.9	773	3.1
<b>424</b>	<b>Nondurable goods</b>	<b>177,050</b>	<b>172,669</b>	<b>97.5</b>	<b>4,381</b>	<b>2.5</b>
4241	Paper and Paper Products	8,405	8,260	98.3	S	S
4242	Drugs and Druggists' Sundries	46,698	45,781	98.0	917	2.0
4243	Apparel, Piece Goods, and Notions	16,151	14,970	92.7	1,181	7.3
4244	Groceries and Related Products	30,140	29,387	97.5	S	S
4245	Farm Product Raw Materials	13,903	13,737	98.8	S	S
4246	Chemicals and Allied Products	12,315	12,110	98.3	205	1.7
4247	Petroleum and Petroleum Products	18,145	D	D	D	D
4248	Beer, Wine, and Distilled Alcoholic Beverages	8,452	D	D	D	D
4249	Miscellaneous Nondurable Goods	22,841	22,627	99.1	214	0.9
<b>42</b>	<b>U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices</b>	<b>363,887</b>	<b>351,285</b>	<b>96.5</b>	<b>12,602</b>	<b>3.5</b>
<b>423</b>	<b>Durable goods</b>	<b>227,991</b>	<b>218,511</b>	<b>95.8</b>	<b>9,480</b>	<b>4.2</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	36,811	33,158	90.1	3,653	9.9
4232	Furniture and Home Furnishings	7,278	7,066	97.1	212	2.9
4233	Lumber & Other Construction Materials	14,450	14,137	97.8	S	S
4234	Professional and Commercial Equipment and Supplies	27,717	26,227	94.6	1,490	5.4
42343	Computer and Computer Peripheral Equipment and Software	10,108	9,500	94.0	S	S
4235	Metals and Minerals, ex. Petroleum	19,954	19,350	97.0	604	3.0
4236	Electrical Goods	28,290	26,604	94.0	1,686	6.0
4237	Hardware, and Plumbing and Heating Equipment and Supplies	13,118	12,999	99.1	119	0.9
4238	Machinery, Equipment, and Supplies	56,276	55,608	98.8	668	1.2
4239	Miscellaneous Durable Goods	24,097	23,362	96.9	735	3.1
<b>424</b>	<b>Nondurable goods</b>	<b>135,896</b>	<b>132,774</b>	<b>97.7</b>	<b>3,122</b>	<b>2.3</b>
4241	Paper and Paper Products	6,647	6,511	98.0	S	S
4242	Drugs and Druggists' Sundries	31,515	31,364	99.5	151	0.5
4243	Apparel, Piece Goods, and Notions	14,203	13,111	92.3	1,092	7.7
4244	Groceries and Related Products	22,909	22,242	97.1	S	S
4245	Farm Product Raw Materials	13,903	13,737	98.8	S	S
4246	Chemicals and Allied Products	8,198	8,016	97.8	182	2.2
4247	Petroleum and Petroleum Products	11,523	11,276	97.9	247	2.1
4248	Beer, Wine, and Distilled Alcoholic Beverages	8,218	7,916	96.3	S	S
4249	Miscellaneous Nondurable Goods	18,780	18,601	99.0	S	S
<b>42</b>	<b>U.S. Manufacturers' Sales Branches and Offices</b>	<b>86,761</b>	<b>84,282</b>	<b>97.1</b>	<b>2,479</b>	<b>2.9</b>
<b>423</b>	<b>Durable goods</b>	<b>45,607</b>	<b>44,387</b>	<b>97.3</b>	<b>1,220</b>	<b>2.7</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	13,511	13,004	96.2	507	3.8
4232	Furniture and Home Furnishings	934	912	97.6	22	2.4
4233	Lumber & Other Construction Materials	2,371	2,341	98.7	30	1.3
4234	Professional and Commercial Equipment and Supplies	8,824	8,625	97.7	199	2.3
42343	Computer and Computer Peripheral Equipment and Software	2,615	2,459	94.0	S	S
4235	Metals and Minerals, ex. Petroleum	3,769	3,670	97.4	S	S
4236	Electrical Goods	4,539	4,437	97.8	S	S
4237	Hardware, and Plumbing and Heating Equipment and Supplies	1,386	1,382	99.7	S	S
4238	Machinery, Equipment, and Supplies	9,211	8,992	97.6	219	2.4
4239	Miscellaneous Durable Goods	1,062	1,024	96.4	38	3.6
<b>424</b>	<b>Nondurable goods</b>	<b>41,154</b>	<b>39,895</b>	<b>96.9</b>	<b>1,259</b>	<b>3.1</b>
4241	Paper and Paper Products	1,758	1,749	99.5	9	0.5
4242	Drugs and Druggists' Sundries	15,183	14,417	95.0	766	5.0
4243	Apparel, Piece Goods, and Notions	1,948	1,859	95.4	S	S
4244	Groceries and Related Products	7,231	7,145	98.8	86	1.2
4246	Chemicals and Allied Products	4,117	4,094	99.4	S	S
4247	Petroleum and Petroleum Products	6,622	D	D	D	D
4248	Beer, Wine, and Distilled Alcoholic Beverages	234	D	D	D	D
4249	Miscellaneous Nondurable Goods	4,061	4,026	99.1	35	0.9

## Table 7. Estimated Inventories of U.S. Merchant Wholesalers Held Inside and Outside the United States: 2005 through 2007 -- cont.

[Estimates are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. All estimates have been adjusted using the results of the 2002 Economic Census.]

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### Notes:

Z - Estimate is less than 0.05%.

D - Denotes an estimate withheld to avoid disclosing data of individual companies; data are included in higher level totals.

S - Corresponding estimate in Table 3 does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%). For a description of publication standards and the total quantity response rate, see [http://www.census.gov/quality/S20-0\\_v1.0\\_Data\\_Release.pdf](http://www.census.gov/quality/S20-0_v1.0_Data_Release.pdf).

There are no manufacturers' sales branches and offices in NAICS code 4245.

Estimates have not been adjusted for price changes. Table 7A provides estimated measures of sampling variability. Additional information on confidentiality protection, sampling error, sample design, and definitions may be found at [http://www.census.gov/wholesale/www/how\\_surveys\\_are\\_collected/index.html](http://www.census.gov/wholesale/www/how_surveys_are_collected/index.html).

### Footnote:

<sup>1</sup> Revised data.

**Table 1A. Estimated Measures of Sampling Variability<sup>1</sup> for Sales and Inventories of U.S. Merchant Wholesalers: 2002 through 2007**

[Estimates are shown as percents and are based on data from the Annual Wholesale Trade Survey.]

2002 NAICS CODE	Data Item	Kind of Business	Estimated Measures of Sampling Variability <sup>1</sup>					
			2002 <sup>2</sup>	2003 <sup>2</sup>	2004 <sup>2</sup>	2005 <sup>2</sup>	2006 <sup>2</sup>	2007
<b>42</b>	<b>Sales</b>	<b>U.S. Merchant Wholesalers</b>	<b>0.0</b>	<b>0.4</b>	<b>0.6</b>	<b>0.6</b>	<b>0.8</b>	<b>1.0</b>
<b>423</b>	<b>Sales</b>	<b>Durable goods</b>	<b>0.0</b>	<b>0.6</b>	<b>0.7</b>	<b>0.6</b>	<b>0.7</b>	<b>0.8</b>
4231	Sales	Motor Vehicle and Motor Vehicle Parts and Supplies	0.0	0.3	0.5	0.8	0.8	0.7
4232	Sales	Furniture and Home Furnishings	0.0	1.0	2.6	2.8	3.3	3.8
4233	Sales	Lumber & Other Construction Materials	0.0	2.4	2.7	2.8	3.4	3.8
4234	Sales	Professional and Commercial Equipment and Supplies	0.0	1.2	1.7	1.9	2.2	2.3
42343	Sales	Computer and Computer Peripheral Equipment and Software	0.0	1.6	2.7	2.8	3.0	2.8
4235	Sales	Metals and Minerals, ex. Petroleum	0.0	0.9	1.8	2.0	2.3	2.5
4236	Sales	Electrical Goods	0.0	1.5	2.3	2.3	2.5	2.6
4237	Sales	Hardware, and Plumbing and Heating Equipment and Supplies	0.0	0.7	1.3	1.9	2.5	2.8
4238	Sales	Machinery, Equipment, and Supplies	0.0	0.9	1.9	1.8	1.9	2.4
4239	Sales	Miscellaneous Durable Goods	0.0	2.2	3.1	3.2	3.8	4.3
<b>424</b>	<b>Sales</b>	<b>Nondurable goods</b>	<b>0.0</b>	<b>0.6</b>	<b>1.0</b>	<b>1.1</b>	<b>1.3</b>	<b>1.5</b>
4241	Sales	Paper and Paper Products	0.0	1.1	3.9	4.3	4.8	5.1
4242	Sales	Drugs and Druggists' Sundries	0.0	1.0	1.4	1.5	1.5	1.9
4243	Sales	Apparel, Piece Goods, and Notions	0.0	1.3	2.2	2.5	2.3	2.5
4244	Sales	Groceries and Related Products	0.0	1.8	3.1	3.3	3.4	3.7
4245	Sales	Farm Product Raw Materials	0.0	2.8	3.0	3.6	4.0	4.2
4246	Sales	Chemicals and Allied Products	0.0	0.9	3.8	3.9	4.1	4.3
4247	Sales	Petroleum and Petroleum Products	0.0	0.9	1.6	1.8	3.7	5.1
4248	Sales	Beer, Wine, and Distilled Alcoholic Beverages	0.0	1.0	1.7	1.9	1.9	2.2
4249	Sales	Miscellaneous Nondurable Goods	0.0	2.3	3.1	3.0	2.9	3.0
<b>42</b>	<b>Inventories</b>	<b>U.S. Merchant Wholesalers</b>	<b>0.8</b>	<b>0.9</b>	<b>1.1</b>	<b>1.0</b>	<b>1.0</b>	<b>1.0</b>
<b>423</b>	<b>Inventories</b>	<b>Durable goods</b>	<b>1.1</b>	<b>1.3</b>	<b>1.4</b>	<b>1.3</b>	<b>1.2</b>	<b>1.2</b>
4231	Inventories	Motor Vehicle and Motor Vehicle Parts and Supplies	1.7	1.8	1.5	1.9	1.4	1.4
4232	Inventories	Furniture and Home Furnishings	3.7	3.7	3.2	3.5	3.7	3.8
4233	Inventories	Lumber & Other Construction Materials	3.0	3.8	4.2	4.2	4.6	5.5
4234	Inventories	Professional and Commercial Equipment and Supplies	5.2	5.5	2.2	2.4	2.6	2.5
42343	Inventories	Computer and Computer Peripheral Equipment and Software	4.8	7.6	5.0	3.7	3.8	3.9
4235	Inventories	Metals and Minerals, ex. Petroleum	3.1	3.6	3.2	3.8	3.8	3.6
4236	Inventories	Electrical Goods	3.5	4.4	3.8	3.2	3.6	3.8
4237	Inventories	Hardware, and Plumbing and Heating Equipment and Supplies	3.0	3.4	3.1	3.3	3.9	4.5
4238	Inventories	Machinery, Equipment, and Supplies	1.5	2.4	3.4	3.3	2.9	2.9
4239	Inventories	Miscellaneous Durable Goods	3.1	5.2	5.4	5.1	6.1	5.3
<b>424</b>	<b>Inventories</b>	<b>Nondurable goods</b>	<b>1.0</b>	<b>1.0</b>	<b>1.5</b>	<b>1.6</b>	<b>1.8</b>	<b>1.8</b>
4241	Inventories	Paper and Paper Products	2.2	2.6	4.6	5.3	5.0	5.5
4242	Inventories	Drugs and Druggists' Sundries	2.1	2.0	2.3	2.6	2.7	2.5
4243	Inventories	Apparel, Piece Goods, and Notions	3.2	3.9	5.0	5.6	4.7	5.3
4244	Inventories	Groceries and Related Products	2.9	4.1	7.6	7.8	7.8	9.4
4245	Inventories	Farm Product Raw Materials	6.3	9.0	4.2	6.2	5.9	6.1
4246	Inventories	Chemicals and Allied Products	3.3	3.9	5.8	5.9	7.3	7.6
4247	Inventories	Petroleum and Petroleum Products	1.3	1.7	2.8	2.6	3.4	3.8
4248	Inventories	Beer, Wine, and Distilled Alcoholic Beverages	2.1	2.5	4.7	4.3	3.0	3.5
4249	Inventories	Miscellaneous Nondurable Goods	4.6	5.0	4.5	4.7	4.7	5.4

Notes:

Estimates of 2002 sales have coefficients of variation equal to zero because they are adjusted to the 2002 Economic Census.

Additional information on confidentiality protection, sampling error, sample design, and definitions may be found at [http://www.census.gov/wholesale/www/how\\_surveys\\_are\\_collected/index.html](http://www.census.gov/wholesale/www/how_surveys_are_collected/index.html).

Footnote:

<sup>1</sup> Estimated measures of sampling variability for sales and inventories are given as coefficients of variation.

<sup>2</sup> Revised data.

Table 2A. **Estimated Measures of Sampling Variability<sup>1</sup> for Sales and Inventories of U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices: 1998 through 2007**

[Estimates are shown as percents and are based on data from the Annual Wholesale Trade Survey.]

2002 NAICS CODE	Data Item	Kind of Business	Estimated Measures of Sampling Variability <sup>1</sup>									
			1998 <sup>2</sup>	1999 <sup>2</sup>	2000 <sup>2</sup>	2001 <sup>2</sup>	2002 <sup>2</sup>	2003 <sup>2</sup>	2004 <sup>2</sup>	2005 <sup>2</sup>	2006 <sup>2</sup>	2007
42	Sales	<b>U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices</b>	<b>0.7</b>	<b>0.8</b>	<b>0.9</b>	<b>1.0</b>	<b>0.0</b>	<b>0.5</b>	<b>0.7</b>	<b>0.7</b>	<b>1.0</b>	<b>1.4</b>
423	Sales	<b>Durable goods</b>	<b>1.0</b>	<b>1.0</b>	<b>1.1</b>	<b>1.5</b>	<b>0.0</b>	<b>0.8</b>	<b>0.9</b>	<b>0.9</b>	<b>1.0</b>	<b>1.2</b>
4231	Sales	Motor Vehicle and Motor Vehicle Parts and Supplies	2.6	2.6	2.8	3.1	0.0	0.8	1.2	1.6	1.7	1.4
4232	Sales	Furniture and Home Furnishings	2.4	2.5	2.3	3.2	0.0	1.4	3.0	3.4	4.1	4.7
4233	Sales	Lumber & Other Construction Materials	2.5	2.5	3.5	7.3	0.0	2.9	3.2	3.3	3.7	4.1
4234	Sales	Professional and Commercial Equipment and Supplies	2.6	2.8	3.4	4.0	0.0	1.9	2.3	2.6	3.2	3.3
42343	Sales	Computer and Computer Peripheral Equipment and Software	3.8	4.5	5.8	6.8	0.0	1.9	2.9	3.2	3.5	3.1
4235	Sales	Metals and Minerals, ex. Petroleum	2.0	2.5	3.2	3.3	0.0	1.4	2.4	2.7	2.8	3.2
4236	Sales	Electrical Goods	2.3	2.3	2.3	3.6	0.0	2.0	3.1	3.2	3.6	3.5
4237	Sales	Hardware, and Plumbing and Heating Equipment and Supplies	1.2	1.2	1.7	2.2	0.0	0.9	1.6	2.3	2.8	3.3
4238	Sales	Machinery, Equipment, and Supplies	2.0	2.3	2.8	3.3	0.0	1.0	1.6	1.5	1.7	2.3
4239	Sales	Miscellaneous Durable Goods	2.9	2.8	3.1	4.0	0.0	2.4	3.1	3.2	3.6	4.3
424	Sales	<b>Nondurable goods</b>	<b>0.8</b>	<b>1.1</b>	<b>1.3</b>	<b>1.1</b>	<b>0.0</b>	<b>0.7</b>	<b>0.9</b>	<b>1.1</b>	<b>1.5</b>	<b>2.0</b>
4241	Sales	Paper and Paper Products	1.4	1.9	2.4	2.3	0.0	1.7	3.6	3.9	4.6	5.2
4242	Sales	Drugs and Druggists' Sundries	2.0	2.0	2.5	2.8	0.0	1.5	1.9	2.2	2.3	2.3
4243	Sales	Apparel, Piece Goods, and Notions	2.4	2.8	3.4	4.3	0.0	1.4	2.0	2.2	2.0	2.6
4244	Sales	Groceries and Related Products	1.3	1.7	1.7	2.3	0.0	1.4	1.7	1.9	2.4	3.1
4245	Sales	Farm Product Raw Materials	3.3	3.5	3.8	4.4	0.0	2.8	3.0	3.6	4.0	4.2
4246	Sales	Chemicals and Allied Products	2.4	3.0	3.4	4.1	0.0	1.4	2.5	2.5	3.7	3.8
4247	Sales	Petroleum and Petroleum Products	4.4	4.7	4.5	4.1	0.0	1.4	2.6	3.0	5.6	7.6
4248	Sales	Beer, Wine, and Distilled Alcoholic Beverages	1.0	1.4	1.9	2.6	0.0	1.1	1.9	2.1	2.1	2.4
4249	Sales	Miscellaneous Nondurable Goods	3.2	4.7	4.5	5.3	0.0	3.2	4.1	3.9	3.7	3.8
42	Inventories	<b>U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices</b>	<b>1.2</b>	<b>1.1</b>	<b>1.2</b>	<b>1.4</b>	<b>0.9</b>	<b>1.0</b>	<b>1.0</b>	<b>1.0</b>	<b>1.0</b>	<b>1.0</b>
423	Inventories	<b>Durable goods</b>	<b>1.5</b>	<b>1.4</b>	<b>1.6</b>	<b>1.9</b>	<b>1.2</b>	<b>1.4</b>	<b>1.6</b>	<b>1.5</b>	<b>1.3</b>	<b>1.4</b>
4231	Inventories	Motor Vehicle and Motor Vehicle Parts and Supplies	2.7	3.2	2.8	2.2	1.9	2.4	2.4	2.8	2.0	2.0
4232	Inventories	Furniture and Home Furnishings	4.0	3.9	4.3	5.2	4.0	4.0	3.9	4.1	4.4	4.8
4233	Inventories	Lumber & Other Construction Materials	4.0	3.9	4.2	4.1	3.5	4.3	4.4	4.4	4.7	5.5
4234	Inventories	Professional and Commercial Equipment and Supplies	4.0	4.0	5.2	6.5	5.9	6.3	3.1	3.2	3.4	3.3
42343	Inventories	Computer and Computer Peripheral Equipment and Software	5.0	4.5	6.6	10.9	4.8	8.0	6.1	4.6	4.5	4.5
4235	Inventories	Metals and Minerals, ex. Petroleum	4.1	4.2	4.3	4.5	3.0	3.5	3.5	4.5	4.2	3.7
4236	Inventories	Electrical Goods	2.9	2.8	2.6	3.3	3.0	4.2	4.2	3.9	4.4	4.4
4237	Inventories	Hardware, and Plumbing and Heating Equipment and Supplies	2.5	3.1	3.7	5.2	3.2	3.7	3.5	3.7	4.1	4.6
4238	Inventories	Machinery, Equipment, and Supplies	2.8	3.3	3.7	3.7	1.4	2.0	3.8	3.7	3.2	3.3
4239	Inventories	Miscellaneous Durable Goods	3.9	3.7	3.8	4.1	3.1	5.2	5.6	5.3	6.3	5.6
424	Inventories	<b>Nondurable goods</b>	<b>1.4</b>	<b>1.5</b>	<b>1.4</b>	<b>1.6</b>	<b>1.1</b>	<b>1.3</b>	<b>1.2</b>	<b>1.4</b>	<b>1.7</b>	<b>1.7</b>
4241	Inventories	Paper and Paper Products	3.1	3.4	3.8	3.4	2.5	3.0	5.5	5.8	6.0	6.9
4242	Inventories	Drugs and Druggists' Sundries	2.5	3.1	3.3	3.3	2.2	2.1	2.4	2.9	3.2	2.7
4243	Inventories	Apparel, Piece Goods, and Notions	3.3	3.2	3.6	3.8	3.4	3.9	3.6	4.3	3.9	4.9
4244	Inventories	Groceries and Related Products	2.8	2.7	2.8	3.7	3.0	3.5	5.9	5.9	6.5	7.8
4245	Inventories	Farm Product Raw Materials	4.3	5.8	8.1	9.3	6.3	9.0	4.2	6.2	5.9	6.1
4246	Inventories	Chemicals and Allied Products	4.3	4.0	4.4	4.6	3.8	4.5	3.9	4.1	5.4	6.4
4247	Inventories	Petroleum and Petroleum Products	4.3	4.4	4.0	4.3	2.2	2.9	4.3	4.0	4.8	5.4
4248	Inventories	Beer, Wine, and Distilled Alcoholic Beverages	1.9	2.1	2.5	3.2	2.3	2.7	4.8	4.5	3.1	3.7
4249	Inventories	Miscellaneous Nondurable Goods	5.4	6.1	6.2	5.5	5.3	5.6	5.5	5.4	5.1	5.8

Note:

Estimates of 2002 sales have coefficients of variation equal to zero because they are adjusted to the 2002 Economic Census.

Additional information on confidentiality protection, sampling error, sample design, and definitions may be found at [http://www.census.gov/wholesale/www/how\\_surveys\\_are\\_collected/index.html](http://www.census.gov/wholesale/www/how_surveys_are_collected/index.html).

Footnote:

<sup>1</sup> Estimated measures of sampling variability for sales and inventories are given as coefficients of variation.

<sup>2</sup> Revised data.

**Table 3A. Estimated Measures of Sampling Variability<sup>1</sup> for Sales and Inventories of Manufacturers' Sales Branches and Offices: 2002 through 2007**

[Estimates are shown as percents and are based on data from the Annual Wholesale Trade Survey.]

2002 NAICS CODE	Data Item	Kind of Business	Estimated Measures of Sampling Variability <sup>1</sup>					
			2002 <sup>2</sup>	2003 <sup>2</sup>	2004 <sup>2</sup>	2005 <sup>2</sup>	2006 <sup>2</sup>	2007
<b>42</b>	<b>Sales</b>	<b>U.S. Manufacturers' Sales Branches and Offices</b>	<b>0.0</b>	<b>0.4</b>	<b>1.1</b>	<b>1.2</b>	<b>1.2</b>	<b>1.3</b>
<b>423</b>	<b>Sales</b>	<b>Durable goods</b>	<b>0.0</b>	<b>0.3</b>	<b>0.6</b>	<b>0.8</b>	<b>1.1</b>	<b>1.1</b>
4231	Sales	Motor Vehicle and Motor Vehicle Parts and Supplies	0.0	0.1	0.6	1.0	1.0	1.0
4232	Sales	Furniture and Home Furnishings	0.0	0.1	2.7	2.7	3.2	3.2
4233	Sales	Lumber & Other Construction Materials	0.0	0.6	6.1	6.5	7.9	8.1
4234	Sales	Professional and Commercial Equipment and Supplies	0.0	0.3	1.7	1.7	1.8	1.8
42343	Sales	Computer and Computer Peripheral Equipment and Software	0.0	3.3	3.2	3.2	3.2	3.2
4235	Sales	Metals and Minerals, ex. Petroleum	0.0	0.7	1.3	1.5	1.9	1.9
4236	Sales	Electrical Goods	0.0	1.4	2.0	2.2	S	S
4237	Sales	Hardware, and Plumbing and Heating Equipment and Supplies	0.0	0.3	0.7	1.2	2.1	3.4
4238	Sales	Machinery, Equipment, and Supplies	0.0	1.6	3.5	3.6	4.4	5.6
4239	Sales	Miscellaneous Durable Goods	S	S	12.9	13.9	14.1	14.6
<b>424</b>	<b>Sales</b>	<b>Nondurable goods</b>	<b>0.0</b>	<b>0.9</b>	<b>2.2</b>	<b>2.2</b>	<b>2.3</b>	<b>2.6</b>
4241	Sales	Paper and Paper Products	0.0	0.5	9.1	9.2	9.3	9.3
4242	Sales	Drugs and Druggists' Sundries	0.0	0.2	0.8	0.8	1.1	3.3
4243	Sales	Apparel, Piece Goods, and Notions	0.0	3.0	10.7	12.4	10.7	10.2
4244	Sales	Groceries and Related Products	0.0	3.7	9.4	9.5	9.7	9.7
4246	Sales	Chemicals and Allied Products	0.0	0.5	7.8	8.3	8.2	8.2
4247	Sales	Petroleum and Petroleum Products	0.0	Z	0.2	0.5	1.0	1.4
4248	Sales	Beer, Wine, and Distilled Alcoholic Beverages	0.0	Z	0.1	0.2	S	0.4
4249	Sales	Miscellaneous Nondurable Goods	0.0	0.5	0.5	1.1	1.0	2.7
<b>42</b>	<b>Inventories</b>	<b>U.S. Manufacturers' Sales Branches and Offices</b>	<b>2.4</b>	<b>2.6</b>	<b>2.9</b>	<b>2.7</b>	<b>3.0</b>	<b>3.3</b>
<b>423</b>	<b>Inventories</b>	<b>Durable goods</b>	<b>2.8</b>	<b>2.1</b>	<b>2.0</b>	<b>2.2</b>	<b>3.0</b>	<b>3.0</b>
4231	Inventories	Motor Vehicle and Motor Vehicle Parts and Supplies	2.2	1.3	2.5	2.4	2.4	2.5
4232	Inventories	Furniture and Home Furnishings	2.4	2.7	8.4	8.5	12.1	13.5
4233	Inventories	Lumber & Other Construction Materials	2.9	2.7	7.8	7.6	7.5	9.1
4234	Inventories	Professional and Commercial Equipment and Supplies	5.5	5.1	5.3	5.0	5.4	4.6
42343	Inventories	Computer and Computer Peripheral Equipment and Software	14.0	11.4	5.1	5.9	5.7	5.2
4235	Inventories	Metals and Minerals, ex. Petroleum	7.4	7.1	6.1	5.6	6.3	9.4
4236	Inventories	Electrical Goods	13.1	12.5	6.9	5.2	7.1	7.5
4237	Inventories	Hardware, and Plumbing and Heating Equipment and Supplies	5.8	4.5	7.3	7.7	8.9	14.5
4238	Inventories	Machinery, Equipment, and Supplies	14.4	13.7	6.2	6.0	5.8	5.6
4239	Inventories	Miscellaneous Durable Goods	S	S	13.5	13.9	13.7	14.9
<b>424</b>	<b>Inventories</b>	<b>Nondurable goods</b>	<b>2.7</b>	<b>4.2</b>	<b>5.2</b>	<b>5.1</b>	<b>5.4</b>	<b>5.9</b>
4241	Inventories	Paper and Paper Products	5.1	5.3	5.5	9.1	7.3	7.6
4242	Inventories	Drugs and Druggists' Sundries	14.0	14.3	2.9	2.9	2.9	3.8
4243	Inventories	Apparel, Piece Goods, and Notions	10.1	9.7	21.2	19.6	15.6	16.9
4244	Inventories	Groceries and Related Products	7.9	18.0	22.2	22.1	22.2	24.0
4246	Inventories	Chemicals and Allied Products	5.3	5.8	14.5	14.7	16.6	16.2
4247	Inventories	Petroleum and Petroleum Products	1.0	1.0	3.1	3.5	3.9	3.9
4248	Inventories	Beer, Wine, and Distilled Alcoholic Beverages	Z	Z	0.4	0.2	1.2	1.1
4249	Inventories	Miscellaneous Nondurable Goods	5.1	6.1	6.9	7.6	7.5	9.8

Notes:

Z - Estimate is less than 0.05%.

S - Corresponding estimate in Table 3 does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%). For a description of publication standards and the total quantity response rate, see

[http://www.census.gov/quality/S20-0\\_v1.0\\_Data\\_Release.pdf](http://www.census.gov/quality/S20-0_v1.0_Data_Release.pdf).

There are no manufacturers' sales branches and offices in NAICS code 4245.

Estimates of 2002 sales have coefficients of variation equal to zero because they are adjusted to the 2002 Economic Census.

Additional information on confidentiality protection, sampling error, sample design, and definitions may be found at

[http://www.census.gov/wholesale/www/how\\_surveys\\_are\\_collected/index.html](http://www.census.gov/wholesale/www/how_surveys_are_collected/index.html).

Footnote:

<sup>1</sup> Estimated measures of sampling variability for sales and inventories are calculated as coefficients of variation.

<sup>2</sup> Revised data.

Table 4A. **Estimated Measures of Sampling Variability<sup>1</sup> for Annual Purchases, Gross Margins, and Gross Margins as a Percent of Sales for U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices: 1998 Through 2007**

[Estimates are shown as percentages and are based on data from the Annual Wholesale Trade Survey.]

2002 NAICS CODE	Data Item	Kind of Business	Estimated Measures of Sampling Variability <sup>1</sup>									
			1998 <sup>2</sup>	1999 <sup>2</sup>	2000 <sup>2</sup>	2001 <sup>2</sup>	2002 <sup>2</sup>	2003 <sup>2</sup>	2004 <sup>2</sup>	2005 <sup>2</sup>	2006 <sup>2</sup>	2007 <sup>2</sup>
42	Purchases	<b>U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices</b>	0.6	0.8	0.9	1.0	0.4	0.6	0.6	0.7	1.1	1.5
423	Purchases	<b>Durable goods</b>	1.0	1.1	1.3	1.5	0.6	1.0	0.9	0.9	1.0	1.2
4231	Purchases	Motor Vehicle and Motor Vehicle Parts and Supplies	3.0	3.0	3.1	3.6	0.7	0.9	1.2	1.7	1.8	1.5
4232	Purchases	Furniture and Home Furnishings	2.3	2.1	2.1	3.2	0.7	1.6	3.2	3.5	4.2	4.9
4233	Purchases	Lumber & Other Construction Materials	2.3	2.4	3.7	8.6	2.3	3.4	3.1	3.1	3.6	4.0
4234	Purchases	Professional and Commercial Equipment and Supplies	2.5	2.7	3.5	4.2	2.5	2.5	2.6	2.8	3.3	3.5
42343	Purchases	Computer and Computer Peripheral Equipment and Software	3.6	4.4	6.8	6.8	1.5	2.1	3.0	3.3	3.4	3.2
4235	Purchases	Metals and Minerals, ex. Petroleum	2.2	2.9	3.5	3.7	1.0	1.8	2.5	2.7	2.7	3.3
4236	Purchases	Electrical Goods	2.3	2.4	2.4	3.7	0.5	1.9	3.2	3.2	3.7	3.6
4237	Purchases	Hardware, and Plumbing and Heating Equipment and Supplies	1.3	1.2	2.0	2.4	1.0	1.2	1.7	2.4	2.9	3.1
4238	Purchases	Machinery, Equipment, and Supplies	2.2	2.4	3.0	3.5	1.2	1.3	2.0	2.3	2.1	2.9
4239	Purchases	Miscellaneous Durable Goods	2.5	2.6	3.3	4.5	1.7	3.2	3.3	3.5	3.6	4.3
424	Purchases	<b>Nondurable goods</b>	0.7	1.0	1.2	1.0	0.4	0.7	1.0	1.2	1.7	2.2
4241	Purchases	Paper and Paper Products	1.6	2.2	2.7	2.5	0.7	2.0	3.5	3.9	4.7	5.4
4242	Purchases	Drugs and Druggists' Sundries	2.1	2.0	2.3	2.6	0.6	1.7	3.5	2.1	2.2	2.2
4243	Purchases	Apparel, Piece Goods, and Notions	2.5	2.8	3.5	4.5	1.2	1.6	2.4	2.4	2.3	2.9
4244	Purchases	Groceries and Related Products	1.1	1.6	1.5	2.0	0.7	1.1	2.2	2.2	2.7	3.4
4245	Purchases	Farm Product Raw Materials	3.3	3.6	3.8	4.4	2.1	2.7	3.4	3.8	4.0	4.3
4246	Purchases	Chemicals and Allied Products	2.1	2.8	3.4	4.1	1.4	2.1	2.8	2.6	3.8	3.9
4247	Purchases	Petroleum and Petroleum Products	4.3	4.5	4.5	4.0	0.4	1.4	2.5	2.9	5.7	8.0
4248	Purchases	Beer, Wine, and Distilled Alcoholic Beverages	1.2	1.5	1.7	2.5	0.5	1.3	1.8	2.0	2.1	2.3
4249	Purchases	Miscellaneous Nondurable Goods	3.3	5.0	4.8	5.7	2.7	3.3	4.1	4.0	3.8	3.6
42	Gross margins	<b>U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices</b>	x	1.2	1.2	1.5	0.8	1.0	x	1.3	1.4	1.4
423	Gross margins	<b>Durable goods</b>	x	1.2	1.4	2.0	1.0	1.4	x	1.5	1.5	1.6
4231	Gross margins	Motor Vehicle and Motor Vehicle Parts and Supplies	x	2.4	2.5	2.0	2.2	3.8	x	2.8	2.4	1.7
4232	Gross margins	Furniture and Home Furnishings	x	4.1	3.6	4.6	2.2	2.8	x	4.2	4.6	5.4
4233	Gross margins	Lumber & Other Construction Materials	x	3.8	4.0	3.7	4.2	4.3	x	4.5	5.0	5.4
4234	Gross margins	Professional and Commercial Equipment and Supplies	x	3.6	4.6	5.3	3.6	3.9	x	3.3	3.9	3.6
42343	Gross margins	Computer and Computer Peripheral Equipment and Software	x	6.3	8.4	10.1	6.2	7.9	x	4.4	5.1	7.2
4235	Gross margins	Metals and Minerals, ex. Petroleum	x	5.5	4.4	5.3	3.4	4.4	x	3.8	4.2	4.9
4236	Gross margins	Electrical Goods	x	3.3	3.4	4.3	2.4	4.2	x	3.5	4.1	3.7
4237	Gross margins	Hardware, and Plumbing and Heating Equipment and Supplies	x	2.7	2.3	3.5	2.3	3.0	x	3.4	3.7	4.8
4238	Gross margins	Machinery, Equipment, and Supplies	x	3.0	3.5	3.7	2.2	2.3	x	3.5	2.2	2.7
4239	Gross margins	Miscellaneous Durable Goods	x	4.2	3.9	4.6	3.8	5.3	x	4.9	8.0	6.5
424	Gross margins	<b>Nondurable goods</b>	x	2.0	2.1	2.3	1.5	1.7	x	1.6	1.9	1.8
4241	Gross margins	Paper and Paper Products	x	2.1	2.5	2.7	2.5	3.7	x	7.1	7.7	7.3
4242	Gross margins	Drugs and Druggists' Sundries	x	7.4	7.6	4.6	4.9	4.8	x	10.5	10.1	10.1
4243	Gross margins	Apparel, Piece Goods, and Notions	x	3.9	4.6	4.8	2.5	4.3	x	3.2	2.6	3.3
4244	Gross margins	Groceries and Related Products	x	3.8	4.3	5.9	4.0	4.2	x	4.5	4.0	3.9
4245	Gross margins	Farm Product Raw Materials	x	5.2	8.0	8.4	9.8	13.3	x	15.2	5.9	5.5
4246	Gross margins	Chemicals and Allied Products	x	5.9	5.2	7.0	4.1	4.7	x	3.8	6.3	5.1
4247	Gross margins	Petroleum and Petroleum Products	x	6.8	6.2	7.0	4.5	4.5	x	5.9	6.2	5.2
4248	Gross margins	Beer, Wine, and Distilled Alcoholic Beverages	x	2.1	3.1	3.4	1.5	1.6	x	2.7	3.2	3.3
4249	Gross margins	Miscellaneous Nondurable Goods	x	5.1	4.5	4.4	3.8	6.0	x	5.1	5.1	7.2
42	Gross margins as a percent of sales	<b>U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices</b>	x	0.2	0.2	0.2	0.2	0.2	x	0.2	0.2	0.2
423	Gross margins as a percent of sales	<b>Durable goods</b>	x	0.2	0.2	0.2	0.3	0.3	x	0.3	0.2	0.2
4231	Gross margins as a percent of sales	Motor Vehicle and Motor Vehicle Parts and Supplies	x	0.6	0.4	0.5	0.5	0.7	x	0.4	0.4	0.2
4232	Gross margins as a percent of sales	Furniture and Home Furnishings	x	0.6	0.5	0.7	0.7	0.8	x	0.6	0.7	0.7
4233	Gross margins as a percent of sales	Lumber & Other Construction Materials	x	0.5	0.5	0.9	0.8	0.8	x	0.5	0.5	0.5
4234	Gross margins as a percent of sales	Professional and Commercial Equipment and Supplies	x	0.4	0.6	0.7	0.9	0.9	x	0.6	0.5	0.7
42343	Gross margins as a percent of sales	Computer and Computer Peripheral Equipment and Software	x	0.5	0.6	0.9	1.2	1.3	x	0.5	0.5	1.0
4235	Gross margins as a percent of sales	Metals and Minerals, ex. Petroleum	x	1.0	0.8	0.9	0.7	0.9	x	0.4	0.6	0.7
4236	Gross margins as a percent of sales	Electrical Goods	x	0.5	0.6	0.5	0.5	0.7	x	0.3	0.3	0.3
4237	Gross margins as a percent of sales	Hardware, and Plumbing and Heating Equipment and Supplies	x	0.5	0.5	0.6	0.6	0.8	x	0.6	0.6	0.7
4238	Gross margins as a percent of sales	Machinery, Equipment, and Supplies	x	0.5	0.5	0.5	0.6	0.5	x	1.0	0.6	0.6
4239	Gross margins as a percent of sales	Miscellaneous Durable Goods	x	0.5	0.6	0.7	1.1	1.3	x	0.9	1.2	1.0
424	Gross margins as a percent of sales	<b>Nondurable goods</b>	x	0.2	0.2	0.3	0.2	0.2	x	0.2	0.2	0.3
4241	Gross margins as a percent of sales	Paper and Paper Products	x	0.4	0.4	0.5	0.6	0.8	x	0.9	1.0	0.9
4242	Gross margins as a percent of sales	Drugs and Druggists' Sundries	x	0.9	0.7	0.4	0.6	0.5	x	0.8	0.7	0.7
4243	Gross margins as a percent of sales	Apparel, Piece Goods, and Notions	x	0.6	0.7	0.6	0.8	1.1	x	0.7	0.6	0.8
4244	Gross margins as a percent of sales	Groceries and Related Products	x	0.5	0.6	0.7	0.6	0.6	x	0.7	0.6	0.6
4245	Gross margins as a percent of sales	Farm Product Raw Materials	x	0.3	0.5	0.6	0.7	1.1	x	1.2	0.5	0.5
4246	Gross margins as a percent of sales	Chemicals and Allied Products	x	1.0	0.8	1.1	1.1	1.2	x	0.7	1.0	0.7
4247	Gross margins as a percent of sales	Petroleum and Petroleum Products	x	0.3	0.3	0.4	0.4	0.3	x	0.3	0.2	0.4
4248	Gross margins as a percent of sales	Beer, Wine, and Distilled Alcoholic Beverages	x	0.4	0.4	0.4	0.4	0.3	x	0.3	0.6	0.5
4249	Gross margins as a percent of sales	Miscellaneous Nondurable Goods	x	0.6	0.7	0.8	0.7	1.0	x	0.7	0.7	1.0

Notes:

x Denotes an estimated measure of sampling variability that is not available due to the lack of prior year inventories from the same sample.

Additional information on confidentiality protection, sampling error, sample design, and definitions may be found at [http://www.census.gov/wholesale/www/how\\_surveys\\_are\\_collected/index.html](http://www.census.gov/wholesale/www/how_surveys_are_collected/index.html).

Footnote:

<sup>1</sup> Estimated measures of sampling variability for purchases and gross margins are calculated as coefficients of variation. Estimated measures of sampling variability for gross margins as a percent of sales are calculated as standard error.

<sup>2</sup> Revised data.

Table 5A. Estimated Measures of Sampling Variability<sup>1</sup> for Annual Operating Expenses and Operating Expenses as a Percent of Sales for U.S. Merchant Wholesalers: 2002 through 2007

[Estimates are shown as a percentage and are based on data from the Annual Wholesale Trade Survey and the Business Expense Supplement from the 2007 Annual Wholesale Trade Survey. ]

2002 NAICS CODE	Data Item	Kind of Business	Estimated Measures of Sampling Variability <sup>1</sup>						
			2002	2003	2004	2005	2006	2007	
42	Operating expenses	U.S. Merchant Wholesalers					1.1	1.3	
423	Operating expenses	Durable goods					1.3	1.3	
4231	Operating expenses	Motor Vehicle and Motor Vehicle Parts and Supplies					1.5	1.0	
4232	Operating expenses	Furniture and Home Furnishings					4.1	5.0	
4233	Operating expenses	Lumber & Other Construction Materials					3.7	4.3	
4234	Operating expenses	Professional and Commercial Equipment and Supplies					2.8	3.1	
42343	Operating expenses	Computer and Computer Peripheral Equipment and Software					4.3	4.3	
4235	Operating expenses	Metals and Minerals, ex. Petroleum					4.8	2.5	
4236	Operating expenses	Electrical Goods					3.4	3.9	
4237	Operating expenses	Hardware, and Plumbing and Heating Equipment and Supplies					2.7	3.2	
4238	Operating expenses	Machinery, Equipment, and Supplies					2.0	2.2	
4239	Operating expenses	Miscellaneous Durable Goods					7.8	8.9	
424	Operating expenses	Nondurable goods					1.7	1.8	
4241	Operating expenses	Paper and Paper Products					6.4	6.8	
4242	Operating expenses	Drugs and Druggists' Sundries					4.4	4.7	
4243	Operating expenses	Apparel, Piece Goods, and Notions					1.5	2.4	
4244	Operating expenses	Groceries and Related Products					5.0	3.5	
4245	Operating Expenses	Farm Product Raw Materials					6.1	6.1	
4246	Operating expenses	Chemicals and Allied Products					4.7	5.6	
4247	Operating expenses	Petroleum and Petroleum Products					7.7	9.0	
4248	Operating expenses	Beer, Wine, and Distilled Alcoholic Beverages					2.2	2.6	
4249	Operating expenses	Miscellaneous Nondurable Goods					4.6	4.4	
42	Operating expenses as a percent of sales	U.S. Merchant Wholesalers					0.1	0.1	
423	Operating expenses as a percent of sales	Durable goods					0.1	0.1	
4231	Operating expenses as a percent of sales	Motor Vehicle and Motor Vehicle Parts and Supplies					0.1	0.1	
4232	Operating expenses as a percent of sales	Furniture and Home Furnishings					0.3	0.3	
4233	Operating expenses as a percent of sales	Lumber & Other Construction Materials					0.3	0.3	
4234	Operating expenses as a percent of sales	Professional and Commercial Equipment and Supplies					0.2	0.3	
42343	Operating expenses as a percent of sales	Computer and Computer Peripheral Equipment and Software					0.2	0.3	
4235	Operating expenses as a percent of sales	Metals and Minerals, ex. Petroleum					0.3	0.2	
4236	Operating expenses as a percent of sales	Electrical Goods					0.3	0.3	
4237	Operating expenses as a percent of sales	Hardware, and Plumbing and Heating Equipment and Supplies					0.2	0.4	
4238	Operating expenses as a percent of sales	Machinery, Equipment, and Supplies					0.4	0.4	
4239	Operating expenses as a percent of sales	Miscellaneous Durable Goods					0.8	0.7	
424	Operating expenses as a percent of sales	Nondurable goods					0.2	0.1	
4241	Operating expenses as a percent of sales	Paper and Paper Products					0.6	0.7	
4242	Operating expenses as a percent of sales	Drugs and Druggists' Sundries					0.3	0.3	
4243	Operating expenses as a percent of sales	Apparel, Piece Goods, and Notions					0.4	0.5	
4244	Operating expenses as a percent of sales	Groceries and Related Products					0.4	0.2	
4245	Operating expenses as a percent of sales	Farm Product Raw Materials					0.3	0.2	
4246	Operating expenses as a percent of sales	Chemicals and Allied Products					0.4	0.4	
4247	Operating expenses as a percent of sales	Petroleum and Petroleum Products					0.2	0.2	
4248	Operating expenses as a percent of sales	Beer, Wine, and Distilled Alcoholic Beverages					0.3	0.2	
4249	Operating expenses as a percent of sales	Miscellaneous Nondurable Goods					0.5	0.4	

Table 5A. Estimated Measures of Sampling Variability<sup>1</sup> for Annual Operating Expenses and Operating Expenses as a Percent of Sales for U.S. Merchant Wholesalers: 2002 through 2007 -- cont.

[Estimates are shown as a percentage and are based on data from the Annual Wholesale Trade Survey and the Business Expense Supplement from the 2007 Annual Wholesale Trade Survey. ]

2002 NAICS CODE	Data Item	Kind of Business	Estimated Measures of Sampling Variability <sup>1</sup>					
			2002	2003	2004	2005	2006	2007
42	Operating expenses	U.S. Merchant Wholesalers, except Manufacturers' Sales					1.5	0.9
		Branches and Offices						
423	Operating expenses	Durable goods					1.6	0.9
4231	Operating expenses	Motor Vehicle and Motor Vehicle Parts and Supplies					2.0	1.0
4232	Operating expenses	Furniture and Home Furnishings					4.6	1.9
4233	Operating expenses	Lumber & Other Construction Materials					4.1	1.9
4234	Operating expenses	Professional and Commercial Equipment and Supplies					3.7	1.8
42343	Operating expenses	Computer and Computer Peripheral Equipment and Software					6.2	3.5
4235	Operating expenses	Metals and Minerals, ex. Petroleum					5.1	2.8
4236	Operating expenses	Electrical Goods					3.3	1.9
4237	Operating expenses	Hardware, and Plumbing and Heating Equipment and Supplies					2.9	2.0
4238	Operating expenses	Machinery, Equipment, and Supplies					1.9	2.4
4239	Operating expenses	Miscellaneous Durable Goods					8.4	5.8
424	Operating expenses	Nondurable goods					2.1	1.3
4241	Operating expenses	Paper and Paper Products					6.7	5.3
4242	Operating expenses	Drugs and Druggists' Sundries					10.5	8.6
4243	Operating expenses	Apparel, Piece Goods, and Notions					1.6	2.5
4244	Operating expenses	Groceries and Related Products					5.3	2.9
4245	Operating Expenses	Farm Product Raw Materials					6.1	2.8
4246	Operating expenses	Chemicals and Allied Products					4.7	3.6
4247	Operating expenses	Petroleum and Petroleum Products					11.0	11.9
4248	Operating expenses	Beer, Wine, and Distilled Alcoholic Beverages					2.4	1.7
4249	Operating expenses	Miscellaneous Nondurable Goods					5.1	2.8
42	Operating expenses as a percent of sales	U.S. Merchant Wholesalers, except Manufacturers' Sales					0.1	0.1
		Branches and Offices						
423	Operating expenses as a percent of sales	Durable goods					0.2	0.2
4231	Operating expenses as a percent of sales	Motor Vehicle and Motor Vehicle Parts and Supplies					0.1	0.1
4232	Operating expenses as a percent of sales	Furniture and Home Furnishings					0.4	0.5
4233	Operating expenses as a percent of sales	Lumber & Other Construction Materials					0.3	0.4
4234	Operating expenses as a percent of sales	Professional and Commercial Equipment and Supplies					0.3	0.3
42343	Operating expenses as a percent of sales	Computer and Computer Peripheral Equipment and Software					0.4	0.5
4235	Operating expenses as a percent of sales	Metals and Minerals, ex. Petroleum					0.4	0.3
4236	Operating expenses as a percent of sales	Electrical Goods					0.3	0.3
4237	Operating expenses as a percent of sales	Hardware, and Plumbing and Heating Equipment and Supplies					0.3	0.5
4238	Operating expenses as a percent of sales	Machinery, Equipment, and Supplies					0.4	0.5
4239	Operating expenses as a percent of sales	Miscellaneous Durable Goods					1.0	0.9
424	Operating expenses as a percent of sales	Nondurable goods					0.2	0.1
4241	Operating expenses as a percent of sales	Paper and Paper Products					0.8	0.9
4242	Operating expenses as a percent of sales	Drugs and Druggists' Sundries					0.5	0.4
4243	Operating expenses as a percent of sales	Apparel, Piece Goods, and Notions					0.4	0.6
4244	Operating expenses as a percent of sales	Groceries and Related Products					0.5	0.3
4245	Operating expenses as a percent of sales	Farm Product Raw Materials					0.3	0.2
4246	Operating expenses as a percent of sales	Chemicals and Allied Products					0.6	0.7
4247	Operating expenses as a percent of sales	Petroleum and Petroleum Products					0.3	0.3
4248	Operating expenses as a percent of sales	Beer, Wine, and Distilled Alcoholic Beverages					0.3	0.3
4249	Operating expenses as a percent of sales	Miscellaneous Nondurable Goods					0.5	0.4

Table 5A. Estimated Measures of Sampling Variability<sup>1</sup> for Annual Operating Expenses and Operating Expenses as a Percent of Sales for U.S. Merchant Wholesalers: 2002 through 2007 -- cont.

[Estimates are shown as a percentage and are based on data from the Annual Wholesale Trade Survey and the Business Expense Supplement from the 2007 Annual Wholesale Trade Survey. ]

2002 NAICS CODE	Data Item	Kind of Business	Estimated Measures of Sampling Variability <sup>1</sup>					
			2002	2003	2004	2005	2006	2007
42	Operating expenses	Manufacturers' Sales Branches and Offices	3.1	2.7	2.3	2.3	1.8	1.8
423	Operating expenses	Durable goods	4.2	3.6	1.9	1.7	2.3	2.5
4231	Operating expenses	Motor Vehicle and Motor Vehicle Parts and Supplies	2.0	1.6	0.9	1.0	1.6	1.9
4232	Operating expenses	Furniture and Home Furnishings	7.4	7.8	5.5	2.8	3.4	3.6
4233	Operating expenses	Lumber & Other Construction Materials	3.7	4.0	6.4	6.4	5.9	6.8
4234	Operating expenses	Professional and Commercial Equipment and Supplies	2.4	2.8	2.7	2.7	2.8	3.8
42343	Operating expenses	Computer and Computer Peripheral Equipment and Software	5.6	7.5	4.8	4.4	3.4	3.5
4235	Operating expenses	Metals and Minerals, ex: Petroleum	11.1	11.0	2.9	2.9	4.7	4.2
4236	Operating expenses	Electrical Goods	12.7	10.4	5.3	4.9	S	S
4237	Operating expenses	Hardware, and Plumbing and Heating Equipment and Supplies	3.4	3.4	1.9	1.9	2.7	3.9
4238	Operating expenses	Machinery, Equipment, and Supplies	5.2	15.2	6.2	5.8	6.0	6.0
4239	Operating expenses	Miscellaneous Durable Goods	S	S	6.6	7.4	9.8	10.9
424	Operating expenses	Nondurable goods	2.2	1.9	4.9	5.1	3.8	4.3
4241	Operating expenses	Paper and Paper Products	4.3	4.3	S	S	16.2	16.0
4242	Operating expenses	Drugs and Druggists' Sundries	3.6	3.7	3.7	3.9	3.8	4.6
4243	Operating expenses	Apparel, Piece Goods, and Notions	7.2	8.7	7.3	8.3	9.9	14.1
4244	Operating expenses	Groceries and Related Products	5.8	4.8	11.1	10.9	11.6	12.4
4246	Operating expenses	Chemicals and Allied Products	3.1	2.6	7.8	9.8	8.8	10.7
4247	Operating expenses	Petroleum and Petroleum Products	4.8	4.0	7.6	6.8	4.2	3.3
4248	Operating expenses	Beer, Wine, and Distilled Alcoholic Beverages	Z	Z	6.6	6.5	S	6.4
4249	Operating expenses	Miscellaneous Nondurable Goods	4.4	4.8	10.8	10.3	10.8	11.0
42	Operating expenses as a percent of sales	Manufacturers' Sales Branches and Offices	0.2	0.2	0.2	0.2	0.2	0.2
423	Operating expenses as a percent of sales	Durable goods	0.3	0.3	0.1	0.1	0.2	0.2
4231	Operating expenses as a percent of sales	Motor Vehicle and Motor Vehicle Parts and Supplies	Z	Z	0.0	0.0	0.0	0.0
4232	Operating expenses as a percent of sales	Furniture and Home Furnishings	0.7	0.8	0.8	0.1	0.2	0.2
4233	Operating expenses as a percent of sales	Lumber & Other Construction Materials	0.4	0.4	0.4	0.4	0.5	0.5
4234	Operating expenses as a percent of sales	Professional and Commercial Equipment and Supplies	0.4	0.4	0.3	0.3	0.3	0.5
42343	Operating expenses as a percent of sales	Computer and Computer Peripheral Equipment and Software	0.6	0.7	0.2	0.2	0.1	0.2
4235	Operating expenses as a percent of sales	Metals and Minerals, ex: Petroleum	0.5	0.4	0.1	0.1	0.2	0.1
4236	Operating expenses as a percent of sales	Electrical Goods	1.9	1.7	0.6	0.5	S	S
4237	Operating expenses as a percent of sales	Hardware, and Plumbing and Heating Equipment and Supplies	0.6	0.5	0.3	0.3	0.3	0.4
4238	Operating expenses as a percent of sales	Machinery, Equipment, and Supplies	0.4	1.1	0.7	0.6	0.6	0.9
4239	Operating expenses as a percent of sales	Miscellaneous Durable Goods	S	S	1.4	1.4	1.4	1.7
424	Operating expenses as a percent of sales	Nondurable goods	0.2	0.1	0.4	0.4	0.3	0.3
4241	Operating expenses as a percent of sales	Paper and Paper Products	0.3	0.3	S	S	0.6	0.5
4242	Operating expenses as a percent of sales	Drugs and Druggists' Sundries	0.3	0.3	0.5	0.5	0.6	0.3
4243	Operating expenses as a percent of sales	Apparel, Piece Goods, and Notions	0.7	0.8	0.5	0.6	0.6	1.4
4244	Operating expenses as a percent of sales	Groceries and Related Products	0.6	0.5	0.7	0.8	0.8	0.9
4246	Operating expenses as a percent of sales	Chemicals and Allied Products	0.2	0.2	0.2	0.2	0.2	0.2
4247	Operating expenses as a percent of sales	Petroleum and Petroleum Products	0.1	0.1	0.2	0.2	0.1	0.1
4248	Operating expenses as a percent of sales	Beer, Wine, and Distilled Alcoholic Beverages	Z	Z	0.8	0.7	S	0.8
4249	Operating expenses as a percent of sales	Miscellaneous Nondurable Goods	0.3	0.4	0.9	0.9	0.9	0.8

Notes:

Z - Estimate is less than 0.05%.

S - Corresponding estimate in Table 5 does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%). For a description of publication standards and the total quantity response rate, see [http://www.census.gov/quality/S20-0\\_v1.0\\_Data\\_Release.pdf](http://www.census.gov/quality/S20-0_v1.0_Data_Release.pdf).

Additional information on confidentiality protection, sampling error, sample design, and definitions may be found at <http://www.census.gov/svsd/www/at reliability.html>.

Footnote:

<sup>1</sup>Estimated measures of sampling variability for operating expenses are given as coefficients of variation. Estimated measures of sampling variability for operating expenses/sales ratios are given as standard errors.

**Table 5.1A. Estimated Measures of Sampling Variability for Detailed Operating Expenses of U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices<sup>1</sup> by Kind of Business: 2007**

[Coefficients of variation (cv) and standard errors (se) shown in percent. Associated estimates have been adjusted using results of the 2002 Economic Census.]

2002 NAICS code	Kind of business	Sales	Operating expenses, total	Total operating expenses as percent of sales	Annual payroll		Employer costs for fringe benefits		Contract labor costs, including temporary help		Expensed equipment		Purchases of packaging materials and containers	
					Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
		cv	cv	se	cv	se	cv	se	cv	se	cv	se	cv	se
<b>42</b>	<b>U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices .....</b>	<b>1.4</b>	<b>0.9</b>	<b>0.1</b>	<b>0.8</b>	<b>0.2</b>	<b>1.2</b>	<b>0.1</b>	<b>2.4</b>	<b>Z</b>	<b>4.6</b>	<b>Z</b>	<b>2.9</b>	<b>Z</b>
<b>423</b>	<b>Durable goods .....</b>	<b>1.2</b>	<b>0.9</b>	<b>0.2</b>	<b>0.9</b>	<b>0.3</b>	<b>1.1</b>	<b>0.1</b>	<b>2.8</b>	<b>Z</b>	<b>4.6</b>	<b>Z</b>	<b>2.0</b>	<b>Z</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies.....	1.4	1.0	0.1	1.7	0.5	2.4	0.2	9.6	0.2	6.9	Z	5.1	Z
4232	Furniture and Home Furnishings .....	4.7	1.9	0.5	2.5	0.5	3.1	0.1	12.6	0.2	13.0	0.1	9.2	0.1
4233	Lumber & Other Construction Materials .....	4.1	1.9	0.4	2.6	0.7	2.6	0.2	9.7	0.1	8.5	Z	9.1	0.1
4234	Professional and Commercial Equipment and Supplies .....	3.3	1.8	0.3	2.3	0.6	2.7	0.2	5.0	0.1	11.0	0.1	S	S
42343	Computer and Computer Peripheral Equipment and Software .....	3.1	3.5	0.5	3.7	0.8	4.3	0.2	10.9	0.1	20.5	0.1	S	S
4235	Metals and Minerals, ex. Petroleum .....	3.2	2.8	0.3	3.6	0.6	3.9	0.2	14.2	0.2	11.0	Z	4.1	0.1
4236	Electrical Goods .....	3.5	1.9	0.3	2.4	0.5	2.0	0.2	10.8	0.2	6.4	Z	4.7	Z
4237	Hardware, and Plumbing and Heating Equipment and Supplies .....	3.3	2.0	0.5	2.1	0.7	3.0	0.3	12.1	0.1	7.8	Z	6.4	0.1
4238	Machinery, Equipment, and Supplies .....	2.3	2.4	0.5	2.4	0.6	2.9	0.1	11.5	0.1	7.2	Z	7.4	Z
4239	Miscellaneous Durable Goods .....	4.3	5.8	0.9	4.2	1.0	4.6	0.1	11.8	0.2	26.3	0.1	10.4	0.1
<b>424</b>	<b>Nondurable Goods .....</b>	<b>2.0</b>	<b>1.3</b>	<b>0.1</b>	<b>1.1</b>	<b>0.3</b>	<b>1.6</b>	<b>0.1</b>	<b>5.9</b>	<b>0.1</b>	<b>5.9</b>	<b>Z</b>	<b>5.6</b>	<b>0.1</b>
4241	Paper and Paper Products .....	5.2	5.3	0.9	5.3	0.8	7.0	0.3	18.5	0.2	18.5	0.1	9.4	0.1
4242	Drugs and Druggists' Sundries .....	2.3	8.6	0.4	8.7	1.2	S	S	S	S	S	S	S	S
4243	Apparel, Piece Goods, and Notions .....	2.6	2.5	0.6	2.7	0.8	2.9	0.1	5.3	0.1	10.8	Z	8.2	0.1
4244	Groceries and Related products .....	3.1	2.9	0.3	3.3	0.8	3.0	0.2	8.5	0.1	9.0	Z	14.1	0.2
4245	Farm Product Raw Materials .....	4.2	2.8	0.2	3.5	0.5	4.2	0.2	12.3	0.1	10.6	Z	12.2	0.1
4246	Chemicals and Allied Products .....	3.8	3.6	0.7	3.4	0.7	S	S	12.0	0.1	10.3	Z	10.6	0.1
4247	Petroleum and Petroleum Products .....	7.6	11.9	0.3	11.7	0.9	11.3	0.2	S	S	16.6	Z	26.7	0.1
4248	Beer, Wine, and Distilled Alcoholic Beverages .....	2.4	1.7	0.3	2.5	0.7	2.4	0.3	10.0	0.1	14.7	Z	12.8	Z
4249	Miscellaneous Nondurable Goods .....	3.8	2.8	0.4	2.5	0.7	S	S	15.6	0.2	15.4	0.1	7.1	0.1

<sup>1</sup> Estimates include data only for businesses with paid employees.

<sup>2</sup> Other operating expenses exclude purchase of merchandise for resale; bad debt; capitalized expenses; interest expense; and income, sales, and excise taxes.

D Estimate in table is withheld to avoid disclosing data of individual companies; data are included in higher-level totals.

S Estimate does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%). For a description of publication standards and the total quantity response rate, see [http://www.census.gov/quality/S20-0\\_v1.0\\_Data\\_Release.pdf](http://www.census.gov/quality/S20-0_v1.0_Data_Release.pdf).

Z Estimate is less than 0.05

Source of expenses data: 2007 Business Expenses Supplement to the Annual Wholesale Trade Survey.

Notes: Associated data estimates can be found in Table 5.1.

Estimates have not been adjusted for price changes. Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions can be found on the Internet at [http://www.census.gov/wholesale/www/how\\_surveys\\_are\\_collected/index.html](http://www.census.gov/wholesale/www/how_surveys_are_collected/index.html).

The 2002 revision of NAICS redefined merchant wholesale to include manufacturers' sales branches and offices.

**Table 5.1A. Estimated Measures of Sampling Variability for Detailed Operating Expenses of U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices<sup>1</sup> by Kind of Business: 2007 -- cont.**

[Coefficients of variation (cv) and standard errors (se) shown in percent. Associated estimates have been adjusted using results of the 2002 Economic Census.]

2002 NAICS code	Kind of business	Purchases of other materials, parts, and supplies (not for resale)		Expensed purchases of software		Data processing and other purchased computer services		Commission expense		Purchased communication services		Purchased repairs and maintenance to machinery and equipment	
		Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
		cv	se	cv	se	cv	se	cv	se	cv	se	cv	se
<b>42</b>	<b>U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices .....</b>	<b>3.4</b>	<b>0.1</b>	<b>2.1</b>	<b>Z</b>	<b>2.9</b>	<b>Z</b>	<b>3.6</b>	<b>0.1</b>	<b>1.3</b>	<b>Z</b>	<b>2.6</b>	<b>Z</b>
<b>423</b>	<b>Durable goods .....</b>	<b>4.0</b>	<b>0.1</b>	<b>2.4</b>	<b>Z</b>	<b>3.6</b>	<b>Z</b>	<b>5.7</b>	<b>0.1</b>	<b>1.4</b>	<b>Z</b>	<b>3.3</b>	<b>Z</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies.....	5.0	0.1	7.2	Z	4.0	Z	S	S	3.7	Z	5.6	Z
4232	Furniture and Home Furnishings .....	13.3	0.2	9.1	Z	8.9	Z	4.4	0.3	3.4	Z	7.8	Z
4233	Lumber & Other Construction Materials .....	4.5	0.1	8.6	Z	11.0	Z	9.5	0.1	2.1	Z	5.7	0.1
4234	Professional and Commercial Equipment and Supplies .....	7.2	0.1	9.0	Z	13.7	0.1	14.0	0.4	3.2	Z	10.8	Z
42343	Computer and Computer Peripheral Equipment and Software .....	18.6	0.2	10.7	Z	S	S	15.7	0.4	5.7	0.1	8.5	Z
4235	Metals and Minerals, ex. Petroleum .....	6.4	0.2	9.4	Z	8.8	Z	13.0	0.2	3.4	Z	5.3	0.1
4236	Electrical Goods .....	5.7	0.1	3.9	Z	2.4	Z	8.4	0.2	3.6	Z	5.9	Z
4237	Hardware, and Plumbing and Heating Equipment and Supplies .....	5.2	0.1	9.7	Z	7.2	Z	S	S	5.0	0.1	6.1	0.1
4238	Machinery, Equipment, and Supplies .....	6.4	0.1	6.1	Z	5.5	Z	9.9	0.2	3.4	Z	8.9	0.1
4239	Miscellaneous Durable Goods .....	18.7	0.4	7.3	Z	13.3	Z	16.4	0.4	5.2	Z	13.0	0.2
<b>424</b>	<b>Nondurable Goods .....</b>	<b>5.1</b>	<b>0.1</b>	<b>4.1</b>	<b>Z</b>	<b>5.0</b>	<b>Z</b>	<b>4.0</b>	<b>0.1</b>	<b>2.7</b>	<b>Z</b>	<b>3.4</b>	<b>0.1</b>
4241	Paper and Paper Products .....	13.4	0.2	9.6	Z	12.9	Z	7.6	0.1	6.2	Z	14.5	0.1
4242	Drugs and Druggists' Sundries .....	S	S	S	S	S	S	S	S	S	S	8.2	0.1
4243	Apparel, Piece Goods, and Notions .....	10.1	0.1	5.0	Z	14.1	0.1	8.6	0.3	2.6	Z	5.3	Z
4244	Groceries and Related products .....	7.0	0.3	8.2	Z	13.3	Z	16.1	0.2	5.1	Z	6.1	0.1
4245	Farm Product Raw Materials .....	6.0	0.1	12.3	Z	7.3	Z	21.2	0.4	4.8	Z	6.8	0.3
4246	Chemicals and Allied Products .....	9.7	0.2	14.8	Z	9.6	Z	11.1	0.3	5.8	Z	4.7	0.1
4247	Petroleum and Petroleum Products .....	24.4	0.4	S	S	9.1	Z	10.7	0.5	20.5	0.1	17.0	0.2
4248	Beer, Wine, and Distilled Alcoholic Beverages .....	8.5	0.2	7.6	Z	13.4	Z	18.7	0.1	2.2	Z	13.0	0.2
4249	Miscellaneous Nondurable Goods .....	4.9	0.2	8.9	Z	9.7	Z	12.8	0.3	5.8	Z	6.7	0.1

<sup>1</sup> Estimates include data only for businesses with paid employees.

<sup>2</sup> Other operating expenses exclude purchase of merchandise for resale; bad debt; capitalized expenses; interest expense; and income, sales, and excise taxes.

D Estimate in table is withheld to avoid disclosing data of individual companies; data are included in higher-level totals.

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Z Estimate is less than 0.05

Source of expenses data: 2007 Business Expenses Supplement to the Annual Wholesale Trade Survey.

Notes: Associated data estimates can be found in Table 5.1.

Estimates have not been adjusted for price changes. Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions can be found on the Internet at [http://www.census.gov/wholesale/www/how\\_surveys\\_are\\_collected/index.html](http://www.census.gov/wholesale/www/how_surveys_are_collected/index.html).

The 2002 revision of NAICS redefined merchant wholesale to include manufacturers' sales branches and offices.

**Table 5.1A. Estimated Measures of Sampling Variability for Detailed Operating Expenses of U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices<sup>1</sup> by Kind of Business: 2007 -- cont.**

[Coefficients of variation (cv) and standard errors (se) shown in percent. Associated estimates have been adjusted using results of the 2002 Economic Census.]

2002 NAICS code	Kind of business	Purchased repairs and maintenance to buildings, structures, and offices		Lease and rental payments for machinery and equipment		Lease and rental payments for buildings, offices, stores		Purchased electricity		Purchased fuels (except motor fuels)		Water, sewer, refuse removal, and other utility payments	
		Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
		cv	se	cv	se	cv	se	cv	se	cv	se	cv	se
<b>42</b>	<b>U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices .....</b>	<b>1.5</b>	<b>Z</b>	<b>2.1</b>	<b>Z</b>	<b>1.4</b>	<b>Z</b>	<b>1.4</b>	<b>Z</b>	<b>4.1</b>	<b>Z</b>	<b>6.4</b>	<b>Z</b>
<b>423</b>	<b>Durable goods .....</b>	<b>1.8</b>	<b>Z</b>	<b>4.7</b>	<b>Z</b>	<b>1.9</b>	<b>0.1</b>	<b>1.7</b>	<b>Z</b>	<b>5.5</b>	<b>Z</b>	<b>8.9</b>	<b>Z</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies.....	6.4	Z	4.7	Z	3.8	0.1	2.4	Z	6.5	Z	21.0	Z
4232	Furniture and Home Furnishings .....	7.2	Z	9.6	0.1	5.1	0.4	4.5	Z	9.1	Z	6.0	Z
4233	Lumber & Other Construction Materials .....	10.8	0.1	4.5	0.1	6.2	0.3	6.7	0.1	23.1	0.2	4.6	Z
4234	Professional and Commercial Equipment and Supplies .....	3.9	Z	4.6	Z	3.5	0.1	3.0	Z	9.4	Z	9.7	Z
42343	Computer and Computer Peripheral Equipment and Software .....	3.4	Z	6.6	Z	4.8	0.2	5.3	Z	S	S	9.4	Z
4235	Metals and Minerals, ex. Petroleum .....	6.7	Z	8.2	0.1	6.3	0.2	4.8	Z	12.1	0.1	4.3	Z
4236	Electrical Goods .....	4.3	Z	7.0	Z	3.3	0.1	5.4	Z	10.6	Z	5.0	Z
4237	Hardware, and Plumbing and Heating Equipment and Supplies .....	6.2	Z	6.2	0.1	5.0	0.3	4.1	Z	10.8	0.1	4.9	Z
4238	Machinery, Equipment, and Supplies .....	4.3	Z	15.0	0.1	3.7	0.1	4.0	Z	6.2	Z	4.9	Z
4239	Miscellaneous Durable Goods .....	15.1	0.1	11.0	0.1	8.3	0.3	8.0	Z	13.2	0.1	22.4	0.1
<b>424</b>	<b>Nondurable Goods .....</b>	<b>2.4</b>	<b>Z</b>	<b>2.7</b>	<b>Z</b>	<b>1.9</b>	<b>0.1</b>	<b>2.1</b>	<b>Z</b>	<b>5.5</b>	<b>Z</b>	<b>6.6</b>	<b>Z</b>
4241	Paper and Paper Products .....	6.4	Z	15.1	0.2	6.7	0.2	8.3	Z	16.4	Z	18.5	Z
4242	Drugs and Druggists' Sundries .....	S	S	S	S	9.7	0.2	S	S	S	S	S	S
4243	Apparel, Piece Goods, and Notions .....	9.4	Z	12.8	Z	4.3	0.2	4.9	Z	9.2	Z	7.3	Z
4244	Groceries and Related products .....	4.8	Z	5.8	0.1	6.5	0.2	4.7	0.1	17.8	0.1	13.9	0.1
4245	Farm Product Raw Materials .....	5.1	0.1	5.1	0.1	6.1	0.1	3.8	0.1	4.4	0.1	2.4	Z
4246	Chemicals and Allied Products .....	S	S	8.5	0.1	8.9	0.3	6.6	0.1	8.1	0.1	11.4	Z
4247	Petroleum and Petroleum Products .....	14.3	0.1	12.6	0.4	13.1	0.4	21.9	0.1	25.8	0.1	21.3	0.1
4248	Beer, Wine, and Distilled Alcoholic Beverages .....	12.6	0.1	5.8	0.1	9.0	0.3	5.0	Z	26.2	0.1	12.8	Z
4249	Miscellaneous Nondurable Goods .....	7.4	Z	5.7	0.1	5.7	0.2	5.2	0.1	9.8	0.1	14.9	Z

<sup>1</sup> Estimates include data only for businesses with paid employees.

<sup>2</sup> Other operating expenses exclude purchase of merchandise for resale; bad debt; capitalized expenses; interest expense; and income, sales, and excise taxes.

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Z Estimate is less than 0.05

Source of expenses data: 2007 Business Expenses Supplement to the Annual Wholesale Trade Survey.

Notes: Associated data estimates can be found in Table 5.1.

Estimates have not been adjusted for price changes. Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions can be found on the Internet at [http://www.census.gov/wholesale/www/how\\_surveys\\_are\\_collected/index.html](http://www.census.gov/wholesale/www/how_surveys_are_collected/index.html).

The 2002 revision of NAICS redefined merchant wholesale to include manufacturers' sales branches and offices.

**Table 5.1A. Estimated Measures of Sampling Variability for Detailed Operating Expenses of U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices<sup>1</sup> by Kind of Business: 2007 -- cont.**

[Coefficients of variation (cv) and standard errors (se) shown in percent. Associated estimates have been adjusted using results of the 2002 Economic Census.]

2002 NAICS code	Kind of business	Purchased transportation, shipping and warehousing services		Purchased advertising and promotional services		Purchased professional and technical services		Depreciation and amortization charges		Taxes and license fees		Other operating expenses <sup>2</sup>	
		Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
		cv	se	cv	se	cv	se	cv	se	cv	se	cv	se
<b>42</b>	<b>U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices .....</b>	<b>2.1</b>	<b>0.1</b>	<b>2.7</b>	<b>0.1</b>	<b>2.0</b>	<b>0.1</b>	<b>2.7</b>	<b>0.1</b>	<b>1.8</b>	<b>Z</b>	<b>1.8</b>	<b>0.1</b>
<b>423</b>	<b>Durable goods .....</b>	<b>2.2</b>	<b>0.1</b>	<b>2.4</b>	<b>0.1</b>	<b>3.0</b>	<b>0.1</b>	<b>2.2</b>	<b>0.1</b>	<b>1.8</b>	<b>Z</b>	<b>2.4</b>	<b>0.2</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies.....	6.4	0.2	2.1	0.3	2.5	0.1	5.8	0.3	4.0	0.1	S	S
4232	Furniture and Home Furnishings .....	4.7	0.2	5.1	0.2	4.8	0.1	5.9	0.2	7.0	0.1	4.9	0.5
4233	Lumber & Other Construction Materials .....	9.2	0.4	12.1	0.2	4.4	0.1	3.1	0.1	3.9	0.1	5.1	0.5
4234	Professional and Commercial Equipment and Supplies .....	3.5	0.2	6.4	0.3	7.6	0.3	4.8	0.1	6.7	0.1	S	S
42343	Computer and Computer Peripheral Equipment and Software .....	8.1	0.3	5.3	0.2	14.1	0.6	7.9	0.2	9.0	0.1	S	S
4235	Metals and Minerals, ex. Petroleum .....	4.5	0.3	13.7	0.1	4.8	0.1	5.4	0.1	7.1	0.1	4.1	0.4
4236	Electrical Goods .....	3.4	0.1	4.9	0.2	4.5	0.1	3.8	0.1	5.8	0.1	2.7	0.3
4237	Hardware, and Plumbing and Heating Equipment and Supplies .....	6.1	0.3	8.6	0.2	5.0	0.1	5.6	0.1	7.7	0.1	5.2	0.4
4238	Machinery, Equipment, and Supplies .....	7.4	0.2	4.4	0.1	9.7	0.2	4.3	0.1	5.8	0.1	4.1	0.3
4239	Miscellaneous Durable Goods .....	9.3	0.6	9.9	0.5	7.5	0.1	11.9	0.3	9.3	0.1	12.0	0.8
<b>424</b>	<b>Nondurable Goods .....</b>	<b>3.0</b>	<b>0.1</b>	<b>6.5</b>	<b>0.2</b>	<b>2.7</b>	<b>0.1</b>	<b>5.7</b>	<b>0.2</b>	<b>2.8</b>	<b>Z</b>	<b>2.1</b>	<b>0.2</b>
4241	Paper and Paper Products .....	9.1	0.3	15.4	0.3	7.1	0.1	9.0	0.2	13.0	0.1	7.0	0.6
4242	Drugs and Druggists' Sundries .....	9.7	0.4	S	S	S	S	7.4	0.1	S	S	S	S
4243	Apparel, Piece Goods, and Notions .....	4.3	0.2	6.4	0.4	5.8	0.2	5.3	0.1	9.1	0.1	6.6	0.8
4244	Groceries and Related products .....	10.6	0.5	18.3	0.3	8.1	0.1	6.0	0.3	5.5	0.1	5.0	0.4
4245	Farm Product Raw Materials .....	S	S	10.0	0.1	7.3	0.2	3.9	0.3	5.0	0.1	S	S
4246	Chemicals and Allied Products .....	6.7	0.4	11.3	0.1	7.2	0.1	6.5	0.3	9.5	0.1	S	S
4247	Petroleum and Petroleum Products .....	10.7	0.7	12.9	0.1	7.9	0.2	26.6	0.9	15.0	0.1	8.9	0.7
4248	Beer, Wine, and Distilled Alcoholic Beverages .....	15.1	0.4	9.6	0.6	6.0	0.1	4.9	0.2	17.0	0.3	6.6	0.5
4249	Miscellaneous Nondurable Goods .....	S	S	9.7	0.2	6.3	0.1	5.3	0.2	6.5	0.1	S	S

<sup>1</sup> Estimates include data only for businesses with paid employees.

<sup>2</sup> Other operating expenses exclude purchase of merchandise for resale; bad debt; capitalized expenses; interest expense; and income, sales, and excise taxes.

D Estimate in table is withheld to avoid disclosing data of individual companies; data are included in higher-level totals.

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Z Estimate is less than 0.05

Source of expenses data: 2007 Business Expenses Supplement to the Annual Wholesale Trade Survey.

Notes: Associated data estimates can be found in Table 5.1.

Estimates have not been adjusted for price changes. Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions can be found on the Internet at [http://www.census.gov/wholesale/www/how\\_surveys\\_are\\_collected/index.html](http://www.census.gov/wholesale/www/how_surveys_are_collected/index.html).

The 2002 revision of NAICS redefined merchant wholesale to include manufacturers' sales branches and offices.

**Table 6a. Estimated Measures of Sampling Variability<sup>1</sup> for Sales and Commissions of Electronic Markets, Agents, Brokers, and Commission Merchants for the United States: 2004 through 2007**

[Estimates are shown as a percentage and are based on data from the Annual Wholesale Trade Survey. Estimates have not been adjusted using the results of the 2002 Economic Census.]

2002 NAICS CODE	Data Item	Estimated Measures of Sampling Variability <sup>1</sup>			
		2004 <sup>2</sup>	2005 <sup>2</sup>	2006 <sup>2</sup>	2007
<b>4251</b>	<b>Total sales</b>	<b>4.4</b>	<b>4.4</b>	<b>4.4</b>	<b>4.8</b>
4251	.Sales on own account	16.1	17.4	18.0	20.0
4251	.Sales made on the account of others	4.4	4.5	4.5	4.9
<b>4251</b>	<b>Commissions received for sales made on the account of others</b>				
4251	.Amount	4.5	5.5	6.6	6.6
4251	.As a percent of sales on the account of others	0.1	0.1	0.1	0.1
<b>4251</b>	<b>Operating Expenses</b>				
4251	.Amount	5.1	5.0	6.6	6.7
4251	.As a percent of total sales	2.9	2.4	2.6	2.6

Notes:

Z - Estimate is less than 0.05%.

Estimated measures of sampling variability for commissions as a percent of sales made on the account of others as a percent of sales are calculated as standard error. All other estimated measure of sampling variability in Table 6a are calculated as coefficients of variation.

Additional information on confidentiality protection, sampling error, sample design, and definitions may be found at [http://www.census.gov/wholesale/www/how\\_surveys\\_are\\_collected/index.html](http://www.census.gov/wholesale/www/how_surveys_are_collected/index.html).

Footnote:

<sup>1</sup> Estimated measures of sampling variability for sales on own account, sales made on the account of others, amount of commissions received for sales made on the account of others, and operating expenses are calculated as coefficients of variation. Estimated measures of sampling variability for commissions received as a percent of sales on the account of others and operating expenses as a percent of total sales are measured as standard error.

<sup>2</sup> Revised data.

**Table 7a. Estimated Measures of Sampling Variability<sup>1</sup> for Inventories of Merchant Wholesalers Held Inside and Outside the United States: 2005 through 2007**

[Estimates are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. All estimates have been adjusted using the results of the 2002 Economic Census.]

2002 NAICS CODE	Kind of Business	2007				
		Estimated Measures of Sampling Variability <sup>1</sup>				
		Total Inventories	Inventories Held Inside the United States		Inventories Held Outside the United States	
			Value	As Percent of Total Inventories	Value	As Percent of Total Inventories
<b>42</b>	<b>U.S. Merchant Wholesalers</b>	<b>1.0</b>	<b>1.1</b>	<b>0.1</b>	<b>4.1</b>	<b>0.1</b>
<b>423</b>	<b>Durable goods</b>	<b>1.2</b>	<b>1.3</b>	<b>0.2</b>	<b>2.9</b>	<b>0.2</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	1.4	1.6	0.3	2.8	0.3
4232	Furniture and Home Furnishings	3.8	4.0	0.4	10.8	0.4
4233	Lumber & Other Construction Materials	5.5	5.5	0.3	21.9	0.3
4234	Professional and Commercial Equipment and Supplies	2.5	2.5	0.4	12.9	0.4
42343	Computer and Computer Peripheral Equipment and Software	3.9	4.2	1.1	21.2	1.1
4235	Metals and Minerals, ex. Petroleum	3.6	3.7	0.7	13.8	0.7
4236	Electrical Goods	3.8	4.1	0.8	12.9	0.8
4237	Hardware, and Plumbing and Heating Equipment and Supplies	4.5	4.2	0.3	S	S
4238	Machinery, Equipment, and Supplies	2.9	2.8	0.3	18.6	0.3
4239	Miscellaneous Durable Goods	5.3	5.6	0.9	19.4	0.9
<b>424</b>	<b>Nondurable goods</b>	<b>1.8</b>	<b>1.8</b>	<b>0.3</b>	<b>13.4</b>	<b>0.3</b>
4241	Paper and Paper Products	5.5	5.5	0.3	S	S
4242	Drugs and Druggists' Sundries	2.5	2.6	0.4	17.6	0.4
4243	Apparel, Piece Goods, and Notions	5.3	5.3	0.9	13.6	0.9
4244	Groceries and Related Products	9.4	9.0	1.3	S	S
4245	Farm Product Raw Materials	6.1	6.2	0.2	S	S
4246	Chemicals and Allied Products	7.6	7.8	0.3	16.2	0.3
4247	Petroleum and Petroleum Products	3.8	D	D	D	D
4248	Beer, Wine, and Distilled Alcoholic Beverages	3.5	D	D	D	D
4249	Miscellaneous Nondurable Goods	5.4	5.4	0.2	23.5	0.2
<b>42</b>	<b>U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices</b>	<b>1.0</b>	<b>1.0</b>	<b>0.2</b>	<b>5.3</b>	<b>0.2</b>
<b>423</b>	<b>Durable goods</b>	<b>1.4</b>	<b>1.5</b>	<b>0.2</b>	<b>3.6</b>	<b>0.2</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	2.0	2.3	0.4	3.1	0.4
4232	Furniture and Home Furnishings	4.8	5.0	0.4	11.4	0.4
4233	Lumber & Other Construction Materials	5.5	5.5	0.3	25.8	0.3
4234	Professional and Commercial Equipment and Supplies	3.3	3.3	0.5	13.9	0.5
42343	Computer and Computer Peripheral Equipment and Software	4.5	4.8	1.4	27.9	1.4
4235	Metals and Minerals, ex. Petroleum	3.7	3.9	0.8	16.7	0.8
4236	Electrical Goods	4.4	4.7	1.0	14.2	1.0
4237	Hardware, and Plumbing and Heating Equipment and Supplies	4.6	4.4	0.4	S	S
4238	Machinery, Equipment, and Supplies	3.3	3.2	0.3	22.9	0.3
4239	Miscellaneous Durable Goods	5.6	5.8	0.9	20.6	0.9
<b>424</b>	<b>Nondurable goods</b>	<b>1.7</b>	<b>1.5</b>	<b>0.4</b>	<b>18.0</b>	<b>0.4</b>
4241	Paper and Paper Products	6.9	6.9	0.4	S	S
4242	Drugs and Druggists' Sundries	2.7	2.7	0.2	22.2	0.2
4243	Apparel, Piece Goods, and Notions	4.9	5.0	1.0	16.0	1.0
4244	Groceries and Related Products	7.8	6.3	1.5	S	S
4245	Farm Product Raw Materials	6.1	6.2	0.2	S	S
4246	Chemicals and Allied Products	6.4	6.5	0.4	19.8	0.4
4247	Petroleum and Petroleum Products	5.4	5.9	0.5	3.6	0.5
4248	Beer, Wine, and Distilled Alcoholic Beverages	3.7	3.8	0.4	28.1	0.4
4249	Miscellaneous Nondurable Goods	5.8	5.7	0.3	S	S
<b>42</b>	<b>U.S. Manufacturers' Sales Branches and Offices</b>	<b>3.3</b>	<b>3.4</b>	<b>0.2</b>	<b>6.8</b>	<b>0.2</b>
<b>423</b>	<b>Durable goods</b>	<b>3.0</b>	<b>3.0</b>	<b>0.3</b>	<b>9.9</b>	<b>0.3</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	2.5	2.5	Z	2.3	Z
4232	Furniture and Home Furnishings	13.5	14.0	0.8	23.7	0.8
4233	Lumber & Other Construction Materials	9.1	9.2	0.1	5.2	0.1
4234	Professional and Commercial Equipment and Supplies	4.6	4.7	0.3	15.4	0.3
42343	Computer and Computer Peripheral Equipment and Software	5.2	5.5	0.2	3.2	0.2
4235	Metals and Minerals, ex. Petroleum	9.4	8.3	1.4	S	S
4236	Electrical Goods	7.5	7.5	1.1	S	S
4237	Hardware, and Plumbing and Heating Equipment and Supplies	14.5	14.6	0.1	10.1	0.1
4238	Machinery, Equipment, and Supplies	5.6	5.7	0.3	S	S
4239	Miscellaneous Durable Goods	14.9	15.7	1.3	21.6	1.3
<b>424</b>	<b>Nondurable goods</b>	<b>5.9</b>	<b>6.1</b>	<b>0.4</b>	<b>11.3</b>	<b>0.4</b>
4241	Paper and Paper Products	7.6	7.6	Z	4.2	Z
4242	Drugs and Druggists' Sundries	3.8	4.1	1.2	23.7	1.2
4243	Apparel, Piece Goods, and Notions	16.9	17.6	0.7	14.9	0.7
4244	Groceries and Related Products	24.0	24.6	0.3	S	S
4246	Chemicals and Allied Products	16.2	16.3	0.2	25.4	0.2
4247	Petroleum and Petroleum Products	3.9	D	D	D	D
4248	Beer, Wine, and Distilled Alcoholic Beverages	1.1	D	D	D	D
4249	Miscellaneous Nondurable Goods	9.8	10.0	0.3	15.3	0.3

**Table 7a. Estimated Measures of Sampling Variability<sup>1</sup> for Inventories of Merchant Wholesalers Held Inside and Outside the United States: 2005 through 2007 -- cont.**

[Estimates are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. All estimates have been adjusted using the results of the 2002 Economic Census.]

2002 NAICS CODE	Kind of Business	2006 <sup>2</sup>				
		Estimated Measures of Sampling Variability <sup>1</sup>				
		Total Inventories	Inventories Held Inside the United States		Inventories Held Outside the United States	
			Value	As Percent of Total Inventories	Value	As Percent of Total Inventories
<b>42</b>	<b>U.S. Merchant Wholesalers</b>	<b>1.0</b>	<b>1.1</b>	<b>0.1</b>	<b>2.2</b>	<b>0.1</b>
<b>423</b>	<b>Durable goods</b>	<b>1.2</b>	<b>1.3</b>	<b>0.1</b>	<b>2.6</b>	<b>0.1</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	1.4	1.6	0.3	2.5	0.3
4232	Furniture and Home Furnishings	3.7	3.8	0.3	8.2	0.3
4233	Lumber & Other Construction Materials	4.6	4.6	0.4	25.5	0.4
4234	Professional and Commercial Equipment and Supplies	2.6	2.6	0.5	14.2	0.5
42343	Computer and Computer Peripheral Equipment and Software	3.8	3.4	1.2	S	S
4235	Metals and Minerals, ex. Petroleum	3.8	3.9	0.5	12.8	0.5
4236	Electrical Goods	3.6	4.1	0.7	10.0	0.7
4237	Hardware, and Plumbing and Heating Equipment and Supplies	3.9	3.6	0.3	S	S
4238	Machinery, Equipment, and Supplies	2.9	2.9	0.2	14.6	0.2
4239	Miscellaneous Durable Goods	6.1	5.9	0.4	23.4	0.4
<b>424</b>	<b>Nondurable goods</b>	<b>1.8</b>	<b>1.8</b>	<b>0.2</b>	<b>6.7</b>	<b>0.2</b>
4241	Paper and Paper Products	5.0	5.0	0.5	S	S
4242	Drugs and Druggists' Sundries	2.7	2.8	0.2	8.8	0.2
4243	Apparel, Piece Goods, and Notions	4.7	4.6	0.6	12.2	0.6
4244	Groceries and Related Products	7.8	7.8	0.7	S	S
4245	Farm Product Raw Materials	5.9	6.1	0.6	S	S
4246	Chemicals and Allied Products	7.3	7.4	0.3	17.0	0.3
4247	Petroleum and Petroleum Products	3.4	D	D	D	D
4248	Beer, Wine, and Distilled Alcoholic Beverages	3.0	3.1	0.4	S	S
4249	Miscellaneous Nondurable Goods	4.7	D	D	D	D
<b>42</b>	<b>U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices</b>	<b>1.0</b>	<b>1.0</b>	<b>0.1</b>	<b>2.7</b>	<b>0.1</b>
<b>423</b>	<b>Durable goods</b>	<b>1.3</b>	<b>1.4</b>	<b>0.2</b>	<b>3.0</b>	<b>0.2</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	2.0	2.3	0.4	2.9	0.4
4232	Furniture and Home Furnishings	4.4	4.6	0.4	9.5	0.4
4233	Lumber & Other Construction Materials	4.7	4.7	0.4	27.6	0.4
4234	Professional and Commercial Equipment and Supplies	3.4	3.4	0.7	16.2	0.7
42343	Computer and Computer Peripheral Equipment and Software	4.5	3.7	1.5	S	S
4235	Metals and Minerals, ex. Petroleum	4.2	4.4	0.5	13.7	0.5
4236	Electrical Goods	4.4	4.9	0.9	10.4	0.9
4237	Hardware, and Plumbing and Heating Equipment and Supplies	4.1	3.7	0.4	S	S
4238	Machinery, Equipment, and Supplies	3.2	3.1	0.3	17.4	0.3
4239	Miscellaneous Durable Goods	6.3	6.1	0.5	24.8	0.5
<b>424</b>	<b>Nondurable goods</b>	<b>1.7</b>	<b>1.6</b>	<b>0.2</b>	<b>9.9</b>	<b>0.2</b>
4241	Paper and Paper Products	6.0	6.0	0.7	S	S
4242	Drugs and Druggists' Sundries	3.2	3.2	0.1	S	S
4243	Apparel, Piece Goods, and Notions	3.9	3.9	0.6	11.1	0.6
4244	Groceries and Related Products	6.5	6.0	0.8	S	S
4245	Farm Product Raw Materials	5.9	6.1	0.6	S	S
4246	Chemicals and Allied Products	5.4	5.5	0.4	17.8	0.4
4247	Petroleum and Petroleum Products	4.8	5.3	0.5	3.7	0.5
4248	Beer, Wine, and Distilled Alcoholic Beverages	3.1	3.3	0.4	S	S
4249	Miscellaneous Nondurable Goods	5.1	5.0	0.2	27.6	0.2
<b>42</b>	<b>U.S. Manufacturers' Sales Branches and Offices</b>	<b>3.0</b>	<b>3.1</b>	<b>0.1</b>	<b>4.0</b>	<b>0.1</b>
<b>423</b>	<b>Durable goods</b>	<b>3.0</b>	<b>3.1</b>	<b>0.2</b>	<b>4.9</b>	<b>0.2</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	2.4	2.4	Z	2.3	Z
4232	Furniture and Home Furnishings	12.1	12.3	0.8	S	S
4233	Lumber & Other Construction Materials	7.5	7.5	0.1	5.2	0.1
4234	Professional and Commercial Equipment and Supplies	5.4	5.5	0.2	9.5	0.2
42343	Computer and Computer Peripheral Equipment and Software	5.7	5.9	0.5	12.1	0.5
4235	Metals and Minerals, ex. Petroleum	6.3	5.3	0.7	S	S
4236	Electrical Goods	7.1	7.3	0.3	11.6	0.3
4237	Hardware, and Plumbing and Heating Equipment and Supplies	8.9	9.0	0.1	11.8	0.1
4238	Machinery, Equipment, and Supplies	5.8	5.8	0.2	S	S
4239	Miscellaneous Durable Goods	13.7	13.9	0.8	S	S
<b>424</b>	<b>Nondurable goods</b>	<b>5.4</b>	<b>5.6</b>	<b>0.3</b>	<b>6.9</b>	<b>0.3</b>
4241	Paper and Paper Products	7.3	7.3	Z	4.2	Z
4242	Drugs and Druggists' Sundries	2.9	3.1	0.6	10.3	0.6
4243	Apparel, Piece Goods, and Notions	15.6	14.6	0.6	S	S
4244	Groceries and Related Products	22.2	22.9	0.9	20.5	0.9
4246	Chemicals and Allied Products	16.6	16.7	0.2	S	S
4247	Petroleum and Petroleum Products	3.9	D	D	D	D
4248	Beer, Wine, and Distilled Alcoholic Beverages	S	1.2	Z	Z	Z
4249	Miscellaneous Nondurable Goods	7.5	D	D	D	D

**Table 7a. Estimated Measures of Sampling Variability<sup>1</sup> for Inventories of Merchant Wholesalers Held Inside and Outside the United States: 2005 through 2007 -- cont.**

[Estimates are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. All estimates have been adjusted using the results of the 2002 Economic Census.]

2002 NAICS CODE	Kind of Business	2005 <sup>2</sup>				
		Estimated Measures of Sampling Variability <sup>1</sup>				
		Total Inventories	Inventories Held Inside the United States		Inventories Held Outside the United States	
			Value	As Percent of Total Inventories	Value	As Percent of Total Inventories
<b>42</b>	<b>U.S. Merchant Wholesalers</b>	<b>1.0</b>	<b>1.0</b>	<b>0.1</b>	<b>3.9</b>	<b>0.1</b>
<b>423</b>	<b>Durable goods</b>	<b>1.3</b>	<b>1.3</b>	<b>0.2</b>	<b>4.2</b>	<b>0.2</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	1.9	2.0	0.2	2.2	0.2
4232	Furniture and Home Furnishings	3.5	3.5	0.4	15.6	0.4
4233	Lumber & Other Construction Materials	4.2	4.2	0.5	29.5	0.5
4234	Professional and Commercial Equipment and Supplies	2.4	2.4	0.6	14.5	0.6
42343	Computer and Computer Peripheral Equipment and Software	3.7	3.1	1.3	28.7	1.3
4235	Metals and Minerals, ex. Petroleum	3.8	4.0	0.4	12.3	0.4
4236	Electrical Goods	3.2	3.7	0.8	13.7	0.8
4237	Hardware, and Plumbing and Heating Equipment and Supplies	3.3	3.2	0.2	21.1	0.2
4238	Machinery, Equipment, and Supplies	3.3	3.2	0.3	21.4	0.3
4239	Miscellaneous Durable Goods	5.1	5.0	0.4	15.6	0.4
<b>424</b>	<b>Nondurable goods</b>	<b>1.6</b>	<b>1.6</b>	<b>0.2</b>	<b>9.2</b>	<b>0.2</b>
4241	Paper and Paper Products	5.3	5.3	0.6	S	S
4242	Drugs and Druggists' Sundries	2.6	2.7	0.2	7.1	0.2
4243	Apparel, Piece Goods, and Notions	5.6	5.6	0.5	8.9	0.5
4244	Groceries and Related Products	7.8	7.8	0.9	S	S
4245	Farm Product Raw Materials	6.2	6.1	0.3	S	S
4246	Chemicals and Allied Products	5.9	6.0	0.3	15.2	0.3
4247	Petroleum and Petroleum Products	2.6	D	D	D	D
4248	Beer, Wine, and Distilled Alcoholic Beverages	4.3	D	D	D	D
4249	Miscellaneous Nondurable Goods	4.7	4.6	0.2	28.5	0.2
<b>42</b>	<b>U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices</b>	<b>1.0</b>	<b>1.0</b>	<b>0.1</b>	<b>4.5</b>	<b>0.1</b>
<b>423</b>	<b>Durable goods</b>	<b>1.5</b>	<b>1.5</b>	<b>0.2</b>	<b>4.5</b>	<b>0.2</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	2.8	3.0	0.3	2.5	0.3
4232	Furniture and Home Furnishings	4.1	4.2	0.5	16.8	0.5
4233	Lumber & Other Construction Materials	4.4	4.3	0.6	S	S
4234	Professional and Commercial Equipment and Supplies	3.2	3.1	0.8	15.8	0.8
42343	Computer and Computer Peripheral Equipment and Software	4.6	3.8	1.6	S	S
4235	Metals and Minerals, ex. Petroleum	4.5	4.6	0.5	14.2	0.5
4236	Electrical Goods	3.9	4.5	1.0	14.6	1.0
4237	Hardware, and Plumbing and Heating Equipment and Supplies	3.7	3.7	0.2	21.9	0.2
4238	Machinery, Equipment, and Supplies	3.7	3.6	0.3	26.4	0.3
4239	Miscellaneous Durable Goods	5.3	5.2	0.4	16.7	0.4
<b>424</b>	<b>Nondurable goods</b>	<b>1.4</b>	<b>1.2</b>	<b>0.3</b>	<b>13.8</b>	<b>0.3</b>
4241	Paper and Paper Products	5.8	5.8	0.7	S	S
4242	Drugs and Druggists' Sundries	2.9	2.9	0.1	27.6	0.1
4243	Apparel, Piece Goods, and Notions	4.3	4.5	0.6	8.5	0.6
4244	Groceries and Related Products	5.9	5.4	1.1	S	S
4245	Farm Product Raw Materials	6.2	6.1	0.3	S	S
4246	Chemicals and Allied Products	4.1	4.2	0.3	14.7	0.3
4247	Petroleum and Petroleum Products	4.0	4.0	0.1	4.0	0.1
4248	Beer, Wine, and Distilled Alcoholic Beverages	4.5	4.8	1.5	S	S
4249	Miscellaneous Nondurable Goods	5.4	5.4	0.3	S	S
<b>42</b>	<b>U.S. Manufacturers' Sales Branches and Offices</b>	<b>2.7</b>	<b>2.8</b>	<b>0.1</b>	<b>3.6</b>	<b>0.1</b>
<b>423</b>	<b>Durable goods</b>	<b>2.2</b>	<b>2.2</b>	<b>0.1</b>	<b>3.9</b>	<b>0.1</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	2.4	2.4	Z	2.2	Z
4232	Furniture and Home Furnishings	8.5	8.8	0.4	15.1	0.4
4233	Lumber & Other Construction Materials	7.6	7.7	0.1	5.2	0.1
4234	Professional and Commercial Equipment and Supplies	5.0	5.1	0.2	9.5	0.2
42343	Computer and Computer Peripheral Equipment and Software	5.9	5.8	0.3	S	S
4235	Metals and Minerals, ex. Petroleum	5.6	4.8	0.6	S	S
4236	Electrical Goods	5.2	5.2	0.2	S	S
4237	Hardware, and Plumbing and Heating Equipment and Supplies	7.7	7.7	0.1	S	S
4238	Machinery, Equipment, and Supplies	6.0	6.0	0.3	14.0	0.3
4239	Miscellaneous Durable Goods	13.9	14.3	0.9	29.9	0.9
<b>424</b>	<b>Nondurable goods</b>	<b>5.1</b>	<b>5.2</b>	<b>0.2</b>	<b>6.7</b>	<b>0.2</b>
4241	Paper and Paper Products	9.1	9.1	Z	4.3	Z
4242	Drugs and Druggists' Sundries	2.9	3.1	0.5	8.9	0.5
4243	Apparel, Piece Goods, and Notions	19.6	18.3	0.6	S	S
4244	Groceries and Related Products	22.1	22.3	0.2	10.7	0.2
4246	Chemicals and Allied Products	14.7	14.7	0.2	S	S
4247	Petroleum and Petroleum Products	3.5	D	D	D	D
4248	Beer, Wine, and Distilled Alcoholic Beverages	0.2	D	D	D	D
4249	Miscellaneous Nondurable Goods	7.6	7.6	0.1	7.2	0.1

**Table 7a. Estimated Measures of Sampling Variability<sup>1</sup> for Inventories of Merchant Wholesalers Held Inside and Outside the United States: 2005 through 2007 -- cont.**

[Estimates are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. All estimates have been adjusted using the results of the 2002 Economic Census.]

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Note:

Z - Estimate is less than 0.05%.

D - Indicates that the corresponding estimate in Table 7 is withheld to avoid disclosing data of individual companies; data are included in higher level totals.

S - Corresponding estimate in Table 7 does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%). For a description of publication standards and the total quantity response rate, see [http://www.census.gov/quality/S20-0\\_v1.0\\_Data\\_Release.pdf](http://www.census.gov/quality/S20-0_v1.0_Data_Release.pdf).

There are no manufacturers' sales branches and offices in NAICS code 4245.

Additional information on confidentiality protection, sampling error, sample design, and definitions may be found at [http://www.census.gov/wholesale/www/how\\_surveys\\_are\\_collected/index.html](http://www.census.gov/wholesale/www/how_surveys_are_collected/index.html).

Footnote:

<sup>1</sup> Estimated measures of sampling variability for total inventories, the value of inventories held inside the United States and the value of inventories held outside the United States are calculated as coefficients of variation. Inventories held inside the United States as a percent of total inventories and inventories held outside the United States as a percent of total inventories are calculated as standard error.

<sup>2</sup> Revised data.

## APPENDIX A

### Annual Wholesale Trade Survey – Sampling Frame

The sampling frame used for the Annual Wholesale Trade Survey has two types of sampling units: Employer Identification Numbers and large, multiple-establishment firms. Both sampling units represent clusters of one or more establishments owned or controlled by the same firm. The information used to create these sampling units was extracted from data collected as part of the 2002 Economic Census and from establishment records contained on the Census Bureau's Business Register as updated to December 2004. The next few paragraphs give details about the Business Register; the distinction between firms, Employer Identification Numbers, and establishments; and the construction of the sampling units. Though important, they are not essential to understanding the basic sample design and readers may continue to the Stratification, Sampling Rates, and Allocation section.

The Business Register is a multi-relational database that contains a record for each known establishment that is located in the United States or one of its territories and has paid employees. An establishment is a single physical location where business transactions take place and for which payroll and employment records are kept. Groups of one or more establishments under common ownership or control are firms. A single-unit firm owns or operates only one establishment. A multiunit firm owns or operates two or more establishments. The treatment of establishments on the Business Register differs according to whether the establishment is part of a single-unit or multiunit firm. In particular, the structure of an establishment's primary identifier on the Business Register differs depending on whether it is owned by a single-unit firm or by a multiunit firm.

A single-unit firm's primary identifier is its Employer Identification Number. The Internal Revenue Service (IRS) issues the Employer Identification Number, and the firm uses it as an identifier to report social security payments for its employees under the Federal Insurance Contributions Act (FICA). The same act requires all employer firms to use Employer Identification Numbers. Each employer firm is associated with at least one Employer Identification Number and only one firm can use a given Employer Identification Number. Because a single-unit firm has only one establishment, there is a one-to-one relationship between the firm and the Employer Identification Number. Thus the firm, the Employer Identification Number, and the establishment all reference the same physical location and all three terms can be used interchangeably and unambiguously when referring to a single-unit firm.

For multiunit firms however, a different structure connects the firm with its establishments via the Employer Identification Number. Essentially a multiunit firm is associated with a cluster of one or more Employer Identification Numbers and Employer Identification Numbers are associated with one or more establishments. A multiunit firm consists of at least two establishments. Each firm is associated with at least one Employer Identification Number and only one firm can use a given Employer Identification Number. However, one multiunit firm may have several Employer Identification Numbers. Similarly, there is a one-to-many relationship between Employer Identification Numbers and establishments. Each Employer

Identification Number can be associated with many establishments but each establishment is associated with only one Employer Identification Number. Because of the possibility of one-to-many relationships, we must distinguish between the firm, its Employer Identification Numbers, and its establishments. The multiunit firm that owns or controls a particular establishment is identified on the Business Register by way of the establishment's primary identifier.

The primary identifier of an establishment owned by a multiunit firm consists of a unique combination of an alpha number and a plant number. The alpha number identifies the multiunit firm, and the plant number identifies a particular establishment within that firm. All establishments owned or controlled by the same multiunit firm have the same alpha number. Different multiunit firms have different alpha numbers, and different establishments within the same multiunit firm have different plant numbers. The Census Bureau assigns both the alpha number to the multiunit firm and plant numbers to the corresponding establishments based on the results of the quinquennial economic census and the annual Company Organization Survey.

To create the sampling frame, we extract the records for all employer establishments located in the United States and classified in the Wholesale Trade sector as defined by the 2002 North American Industry Classification System. For these establishments we extract sales, payroll, employment, name and address information, wholesale type of operation code (TOC), as well as primary identifiers and, for establishments owned by multiunit firms, associated Employer Identification Numbers. We use the Type of Operation Code to distinguish between different types of wholesale establishments. To create the sampling units for multiunit firms, we aggregate the economic data of the establishments owned by these firms to an Employer Identification Number level by tabulating the establishment data for all wholesale establishments associated with the same Employer Identification Number. Similarly, we aggregate the data to a multiunit firm level by tabulating the establishment data for all wholesale establishments associated with the same alpha number. In some cases, a multiunit firm has establishments active in more than one wholesale type of operation (merchant wholesalers excluding Manufacturer's Sales Branches and Offices, Manufacturer's Sales Branches and Offices, or agents and brokers). In these situations, separate Employer Identification Number level and firm level sampling units are created for each type of operation. No aggregation is necessary to put single-unit establishment information on an Employer Identification Number basis or a firm basis. Thus, the sampling units created for single-unit firms simultaneously represent establishment, Employer Identification Number, and firm information. In summary, the sampling frame is a complex amalgam of establishments, Employer Identification Numbers, and firms.

## APPENDIX B

### Annual Wholesale Trade Survey – Sample Stratification, Selection and Maintenance

#### Stratification

The primary stratification of the sampling frame is by industry group based on the detail required for publication. We further stratify the sampling units within industry group by a measure of size (substratify) related to their annual sales. Sampling units expected to have a large effect on the precision of the estimates are selected "with certainty." This means they are sure to be selected and will represent only themselves (i.e., have a selection probability of 1 and a sampling weight of 1). Within each industry stratum, we determine a substratum boundary (or cutoff) that divides the certainty units from the noncertainty units. We base these cutoffs on a statistical analysis of data from the 2002 Economic Census. Accordingly, these values are on a 2002 sales basis. We also used this analysis to determine the number of size substrata for each industry stratum and to set preliminary sampling rates needed to achieve specified sampling variability constraints on sales estimates for different industry groups. The size substrata and sampling rates are later updated through analysis of the sampling frame.

#### Sample Selection

The first step in the sample selection identified firms selected with certainty. If a firm's annual sales or end-of-year inventories were greater than the corresponding certainty cutoff, that firm was selected into the Annual Wholesale Trade Survey sample with certainty.

All firms not selected with certainty were subjected to sampling on an Employer Identification Number basis. If a firm had more than one Employer Identification Number, we treated each of its Employer Identification Numbers as a separate sampling unit. To be eligible for the initial sampling, an Employer Identification Number had to have nonzero payroll in 2003. The Employer Identification Numbers were stratified according to their major industry and their estimated sales (on a 2002 basis). Within each noncertainty stratum, a simple random sample of Employer Identification Numbers was selected without replacement. This process was done separately for each wholesale type of operation. The selected noncertainty Employer Identification Numbers were divided into two approximately equal groups. For wholesale merchants excluding Manufacturer's Sales Branches and Offices, one group is canvassed for both the monthly and the annual survey, the other group is canvassed for only the annual survey. The Manufacturer's Sales Branch and Office and Agents and Brokers samples are only canvassed in the annual survey. However, Employer Identification Numbers selected into the Manufacturer's Sales Branch and Office or Agent and Broker sample are included in the monthly sample if that Employer Identification Number had activity inscope to the monthly survey.

## Sample Maintenance

Periodically, we update the samples to represent new Employer Identification Numbers appearing on the Business Register. These new Employer Identification Numbers, called births, are Employer Identification Numbers recently assigned by the IRS on the latest available IRS mailing list for FICA taxpayers and assigned an industry classification (if possible) by the Social Security Administration (SSA).

Employer Identification Number births are sampled on a quarterly basis using a two-phase selection procedure. To be eligible for selection, a birth must either have no industry classification or be classified in an industry within the scope of the Annual Wholesale Trade Survey, the Annual Retail Trade Survey (ARTS), or the Service Annual Survey (SAS), and it must meet certain criteria regarding its number of paid employees or quarterly payroll. In the first phase, births are stratified by broad industry groups and a measure of size based on quarterly payroll. A relatively large sample is selected using equal probability systematic sampling. The selected births are canvassed to obtain a more reliable measure of size, consisting of sales in two recent months, company affiliation information, and a new or more detailed industry classification code. Births that have not returned their questionnaire after 30 days are contacted by telephone.

Using this more reliable information, the selected births from the first phase are subjected to probability proportional-to-size sampling with overall probabilities equivalent to those used in drawing the initial Annual Wholesale Trade Survey sample from the December 2004 Business Register. Because of the time it takes for a new employer firm to acquire an Employer Identification Number from the IRS, and because of the time needed to accomplish the two-phase birth-selection procedure, births are added to the samples approximately nine months after they begin operation.

If a firm was selected with certainty and had more than one establishment at the time of sampling, any new establishments that the firm acquires, even if under new or different Employer Identification Numbers, are included in the sample with certainty. However, if a single-unit firm was selected with certainty, only future establishments associated with that firm's originally-selected Employer Identification Number are included in the sample with certainty; any new Employer Identification Numbers that might later be associated with that firm are subjected to sampling through the quarterly birth-selection procedure.

Single-unit Employer Identification Numbers selected into the sample with certainty are not dropped from canvass and tabulation if they are no longer on the IRS mailing list. Rather, the firm that used the Employer Identification Number is contacted, and if a successor Employer Identification Number is found, it is added to the survey. For both inactive and reactivated Employer Identification Numbers, data are tabulated for only the portion of the reference year that these Employer Identification Numbers reported payroll to the IRS.

Births that are selected in the quarterly birth-selection procedure in November of the annual survey reference year are included in the initial mailing of the annual survey questionnaires in January of the following year. To better represent all Employer Identification Number births in the reference year, and specifically to account for the lag between the time a business starts operation and the time it takes to acquire an Employer Identification Number and identify and select the Employer Identification Number into one of our surveys, we add births to the annual survey sample that are selected in February, May, and August of the year following the annual survey reference year. We mail annual survey forms to these births in June and August to supplement the initial annual survey mailings.

## APPENDIX C

### Annual Wholesale Trade Survey – Imputation

A potential source of bias in the estimates is nonresponse. Nonresponse is defined as the inability to obtain all the intended measurements or responses about all selected units. Two types of nonresponse are often distinguished. *Unit nonresponse* is used to describe the inability to obtain any of the substantive measurements about a sampled unit. In most cases of unit nonresponse, the questionnaire was never returned to the Census Bureau after several attempts to elicit a response. *Item nonresponse* occurs either when a question is unanswered or the response to the question fails computer or analyst edits. For both unit and item nonresponse, a missing value is replaced by a predicted value obtained from an appropriate model for nonresponse. This procedure is called imputation and uses survey data and administrative data as input. In any given year, the dollar volume of imputed data amounts to:

- Approximately 6-11 percent of the total sales estimate for merchant wholesale (excluding MSBOs).
- Approximately 5-10 percent of the total end-of-year inventory estimate for merchant wholesale (excluding MSBOs).
- Approximately 13-19 percent of the total purchases estimate for merchant wholesale (excluding MSBOs).
- Approximately 18-23 percent of the total operating expenses estimate for merchant wholesale (excluding MSBOs).
- Approximately 25-30 percent of the total sales estimate for MSBOs.
- Approximately 18-25 percent of the total end-of-year inventory estimate for MSBOs.
- Approximately 22-28 percent of the total operating expenses estimate for MSBOs.
- Approximately 17-20 percent of the sales estimate for agents and brokers.
- Approximately 21-26 percent of the total operating expenses estimate for agents and brokers.
- Approximately 33-35 percent of the total commissions estimate for agents and brokers.
- Approximately 32-38 percent of the gross selling value estimate for agents and brokers.
- Approximately 17-32 percent of the sales on own account estimate for agents and brokers.

## APPENIX D

### Annual Wholesale Trade Survey – Estimation Procedures

Estimates of annual sales and end-of-year inventories are derived from data collected in the AWTS. Firms in the AWTS sample are asked to report their sales and inventory data for the year just ending. Two years of data are requested in the year in which a new sample is introduced. Annual totals are computed as the sum of weighted data (reported and imputed) for all selected sampling units that meet the sample canvass and tabulation criteria given above. The weight for a given sampling unit is the reciprocal of its probability of selection into the AWTS sample. The annual estimates are adjusted using results of the 2002 Economic Census. Annual total estimates for broad industry groups (e.g., 2-, 3-, and 4-digit NAICS levels) are computed by summing the census-adjusted annual totals for the appropriate detailed industries comprising the broader industry group. Year-to-year change estimates are computed using the Census-adjusted annual totals. To be eligible for the sample canvass and tabulation, an EIN selected in the noncertainty sampling operations must meet both of the following requirements:

- It must be on the latest available IRS mailing list for FICA taxpayers from the previous quarter.
- It must have been selected from the Business Register in either the initial sampling or during the quarterly birth-selection procedure.

Variances are estimated using the method of random groups.

### Reliability of the Estimates

Estimates in published tables are based on data from the Monthly Wholesale Trade Survey, Annual Wholesale Trade Survey, and administrative records. To maintain confidentiality, no estimates are published that would disclose the operations of an individual firm. The total error of a published estimate may be considered to be comprised of sampling error and nonsampling error. Individuals who use Monthly Wholesale Trade Survey estimates to create new estimates should cite the Census Bureau as the source of only the original estimates.

The published estimates may differ from the actual, but unknown, population values. For a particular estimate, statisticians define this difference as the total error of the estimate. When describing the accuracy of survey results, it is convenient to discuss total error as the sum of sampling error and nonsampling error. Sampling error is the error arising from the use of a sample, rather than a census, to estimate population values. Nonsampling error encompasses all other factors that contribute to the total error of a sample survey estimate. The sampling error of an estimate can usually be estimated from the sample; whereas, the nonsampling error of an estimate is difficult to measure and can rarely be estimated. Consequently, the actual error in an estimate exceeds the error that can be estimated. Further descriptions of sampling error and nonsampling error are provided

upon request. Data users should take into account the estimates of sampling error and the potential effects of nonsampling error when using the published estimates.

## Sampling Error

Because the estimates are based on a sample, exact agreement with results that would be obtained from a complete enumeration of firms on the sampling frame using the same enumeration procedures is not expected. However, because each firm on the sampling frame has a known probability of being selected into the sample, it is possible to estimate the sampling variability of the survey estimates.

The particular sample used in this survey is one of a large number of samples of the same size that could have been selected using the same design. If all possible samples had been surveyed under the same conditions, an estimate of a population parameter of interest could have been obtained from each sample. For the parameter of interest, estimates derived from the different samples would, in general, differ from each other. Common measures of the variability among these estimates are the sampling variance, the standard error, and the coefficient of variation (CV). The sampling variance is defined as the squared difference, averaged over all possible samples of the same size and design, between the estimator and its average value. The standard error is the square root of the sampling variance. The CV expresses the standard error as a percentage of the estimate to which it refers. For example, an estimate of 200 units that has an estimated standard error of 10 units has an estimated CV of 5 percent. The sampling variance, standard error, and CV of an estimate can be estimated from the selected sample because the sample was selected using probability sampling. Note that measures of sampling variability, such as the standard error and CV, are estimated from the sample and are also subject to sampling variability. (Technically, we should refer to the estimated standard error or the estimated CV of an estimator. However, for the sake of brevity we have omitted this detail.) It is important to note that the standard error and CV only measure sampling variability. They do not measure any systematic biases in the estimates.

The Census Bureau recommends that individuals using published estimates incorporate this information into their analyses, as sampling error could affect the conclusions drawn from these estimates.

The estimate from a particular sample and its associated standard error can be used to construct a confidence interval. A confidence interval is a range about a given estimator that has a specified probability of containing the average of the estimates for the parameter derived from all possible samples of the same size and design. Associated with each interval is a percentage of confidence, which is interpreted as follows. If, for each possible sample, an estimate of a population parameter and its approximate standard error were obtained, then:

- For approximately 90 percent of the possible samples, the interval from 1.65 standard errors below to 1.65 standard errors above the estimate would include the average of the estimates derived from all possible samples of the same size and design.
- For approximately 95 percent of the possible samples, the interval from 1.96 standard errors below to 1.96 standard errors above the estimate would include the average of the estimates derived from all possible samples of the same size and design.

To illustrate the computation of a confidence interval for an estimate of total sales, assume that an estimate of total sales is \$10,750 million and the CV for this estimate is 1.8 percent, or 0.018. First obtain the standard error of the estimate by multiplying the total sales estimate by its CV. For this example, multiply \$10,750 million by 0.018. This yields a standard error of \$193.5 million. The upper and lower bounds of the 90-percent confidence interval are computed as \$10,750 million plus or minus 1.65 times \$193.5 million. Consequently, the 90-percent confidence interval is \$10,431 million to \$11,069 million. If corresponding confidence intervals were constructed for all possible samples of the same size and design, approximately 9 out of 10 (90 percent) of these intervals would contain the average of the estimates derived from all possible samples.

## Nonsampling Error

Nonsampling error encompasses all other factors, other than sampling error, that contribute to the total error of a sample survey estimate and may also occur in censuses. It is often helpful to think of nonsampling error as arising from deficiencies or mistakes in the survey process. Nonsampling errors are difficult to measure and can be attributed to many sources: the inclusion of erroneous units in the survey (overcoverage), the exclusion of eligible units from the survey (undercoverage), nonresponse, misreporting, mistakes in recording and coding responses, misinterpretation of questions, and other errors of collection, response, coverage, or processing. Although nonsampling error is not measured directly, the Census Bureau employs quality control procedures throughout the process to minimize this type of error.